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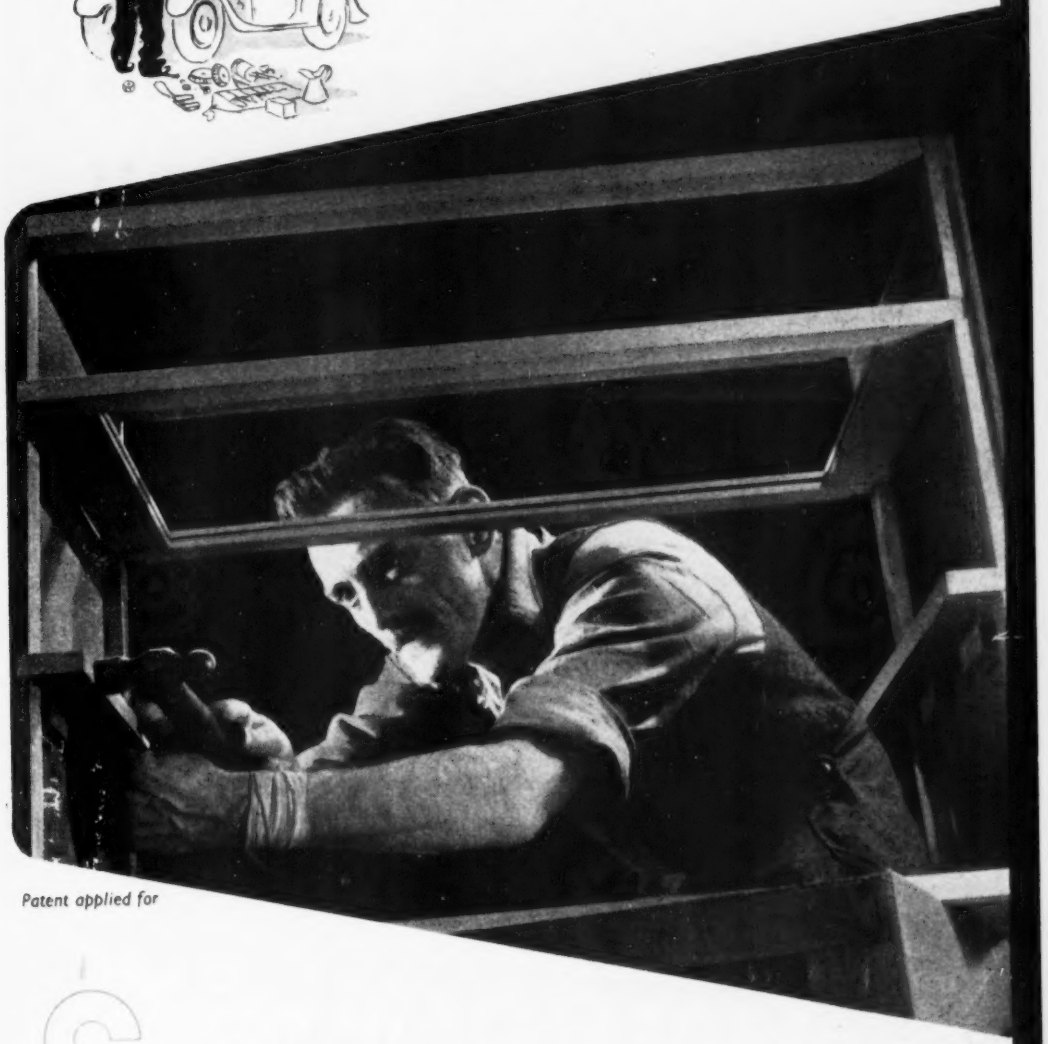

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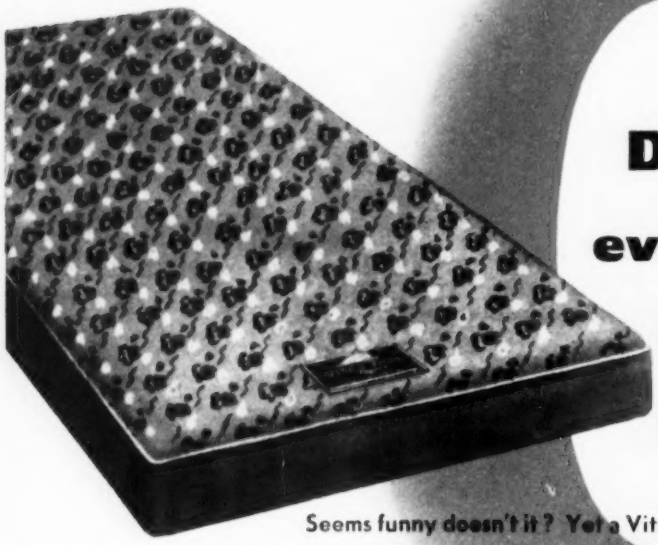

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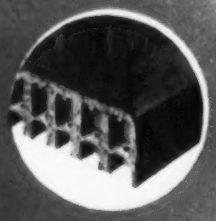

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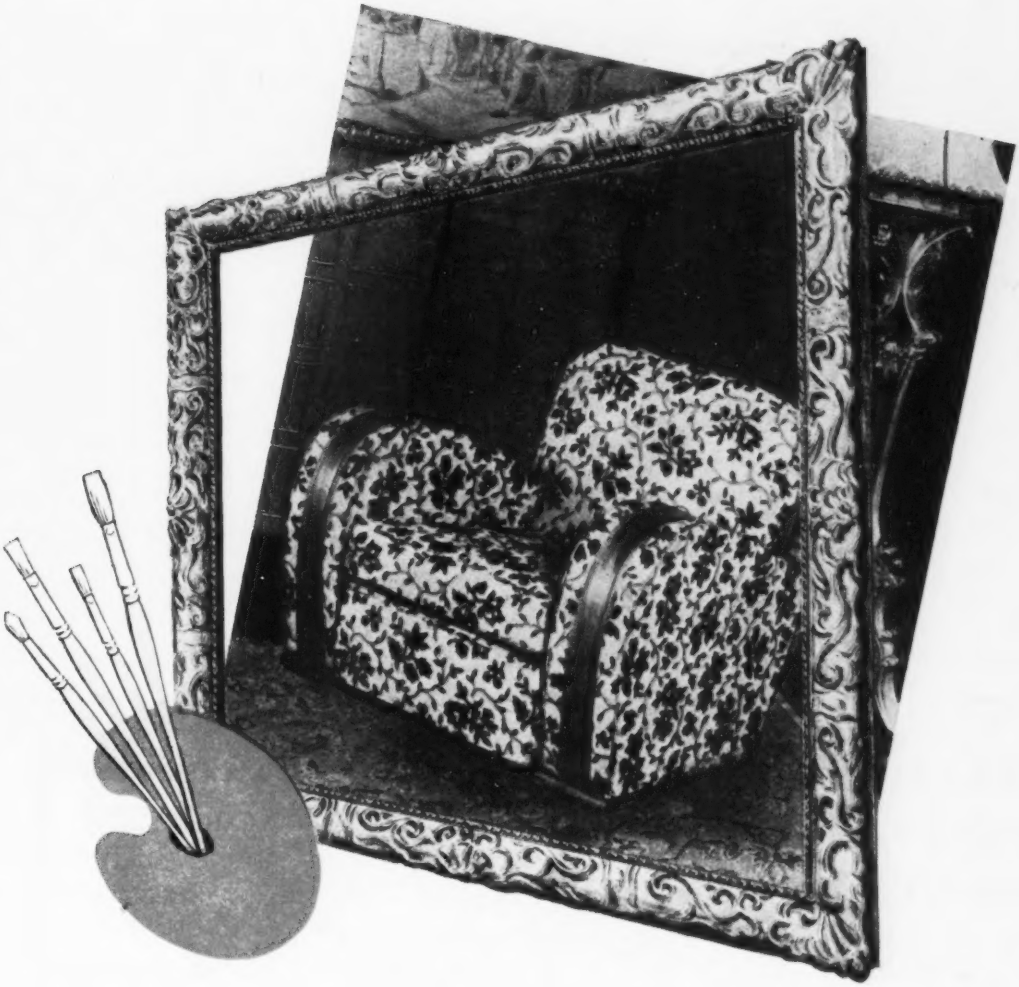

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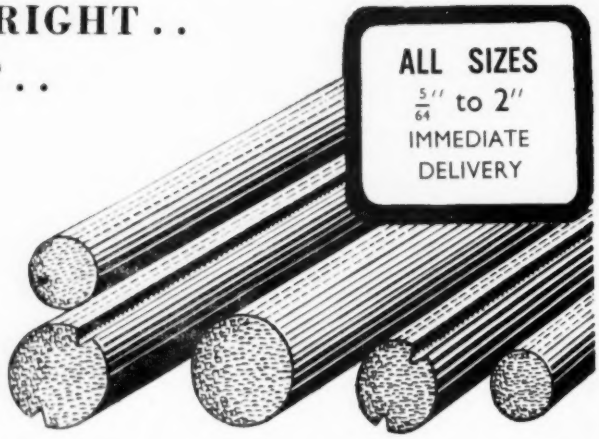

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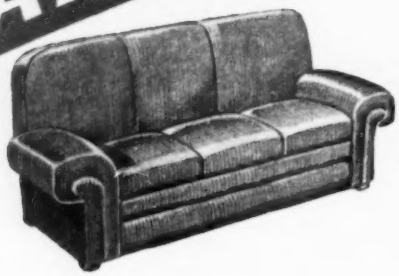

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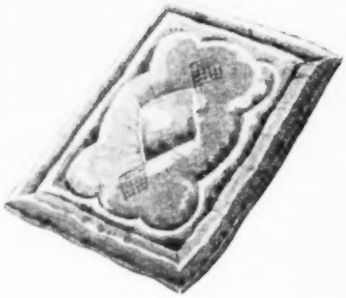

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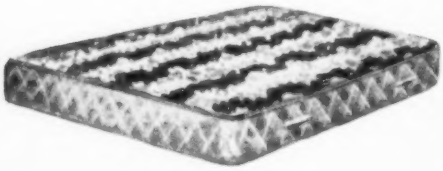

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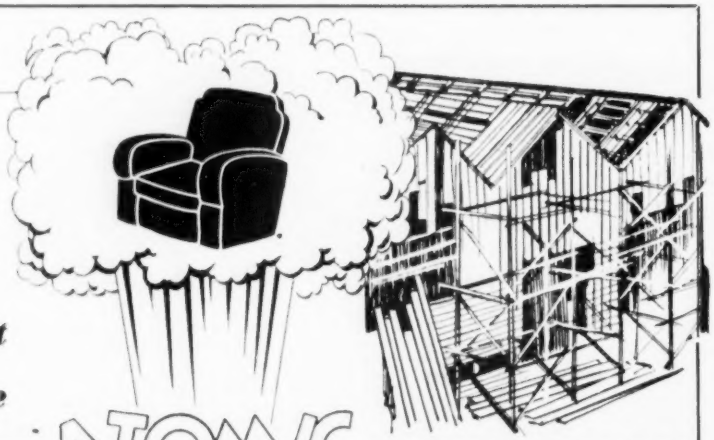

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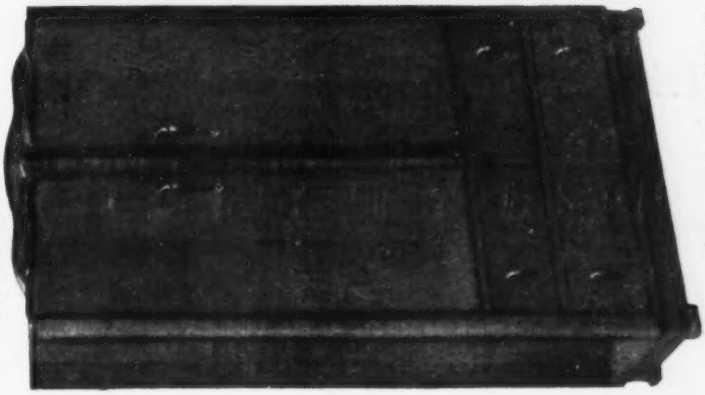

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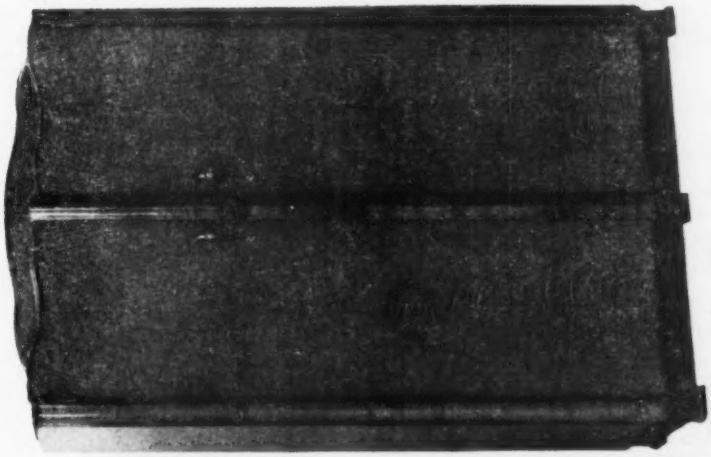

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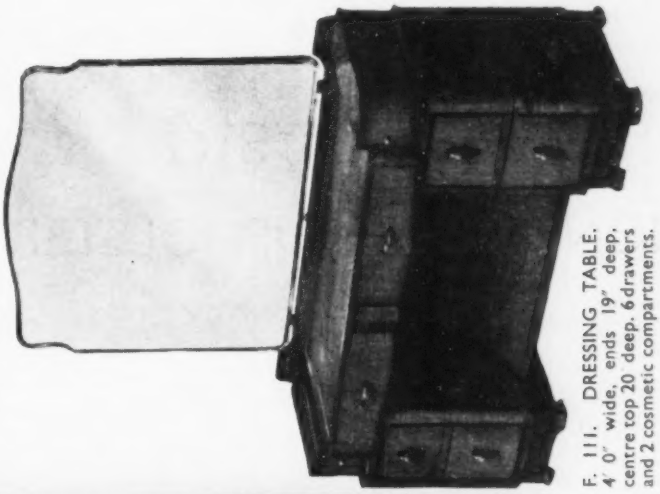

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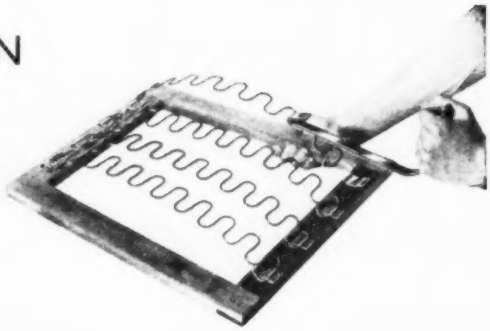

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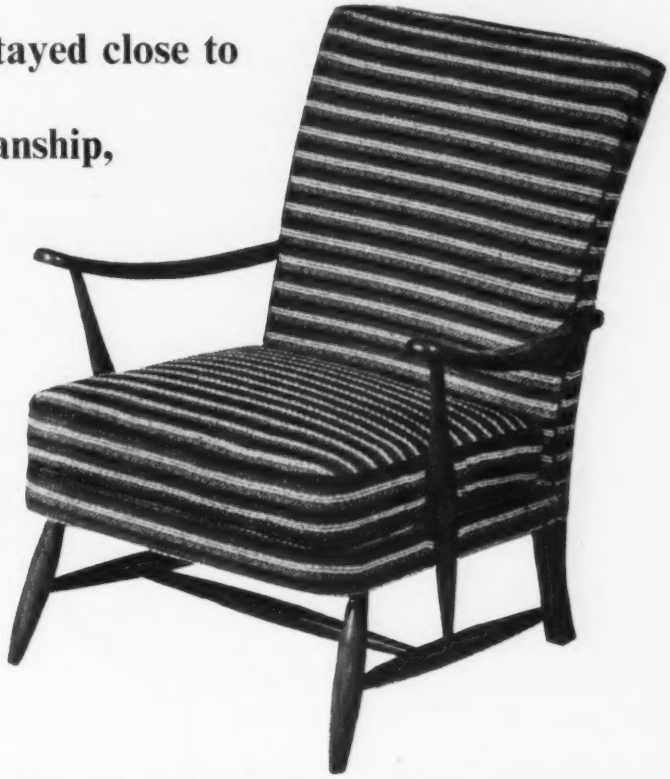

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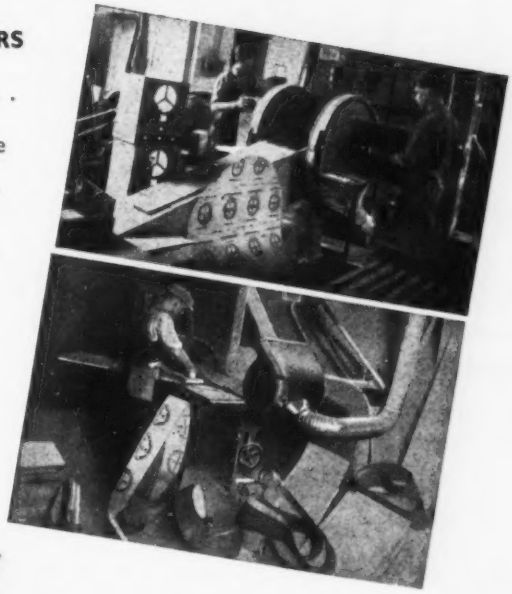

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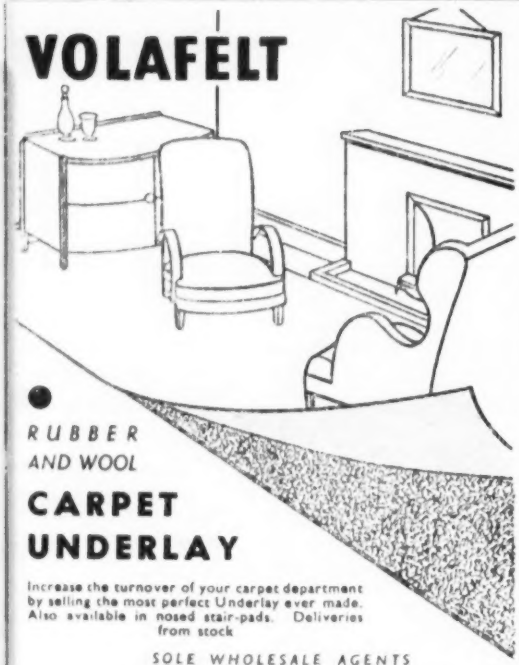

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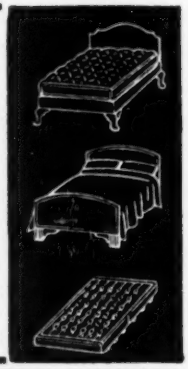

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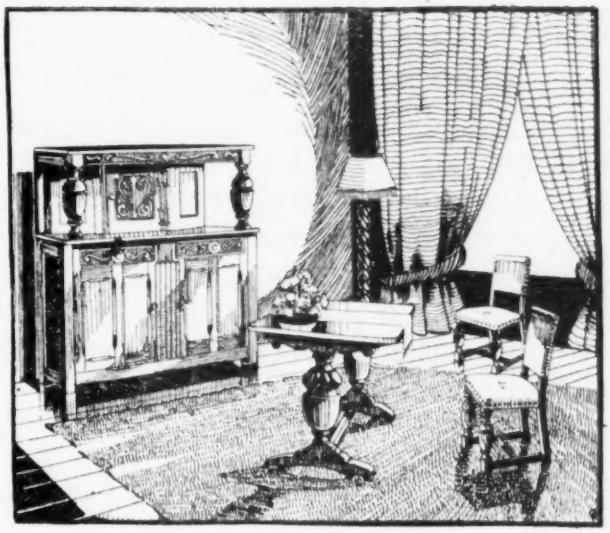

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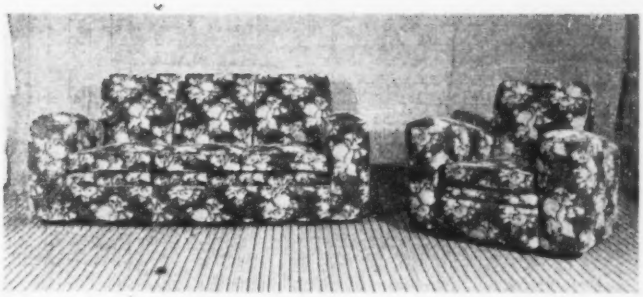

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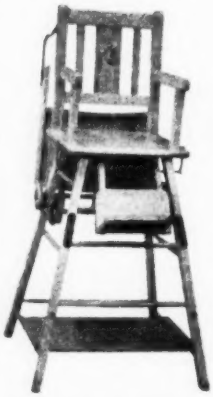

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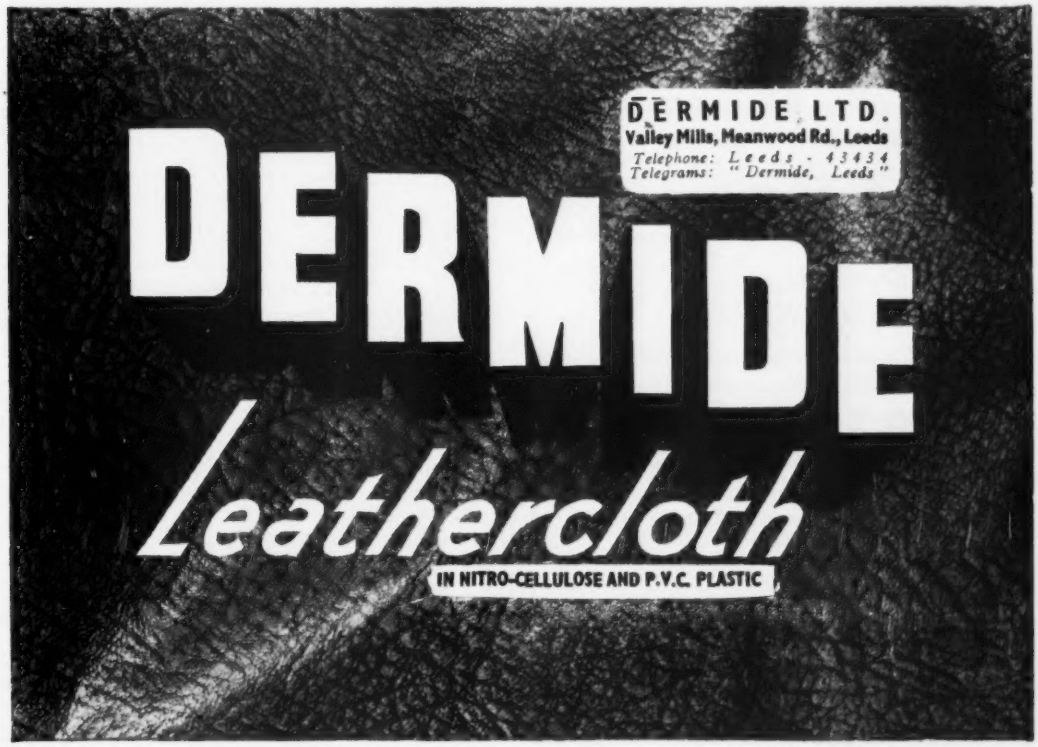

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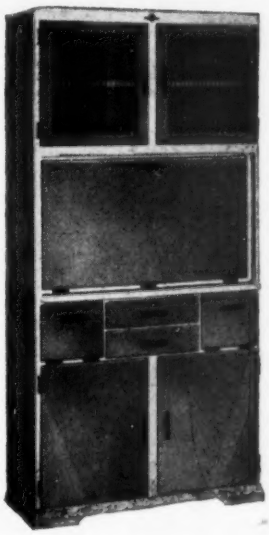

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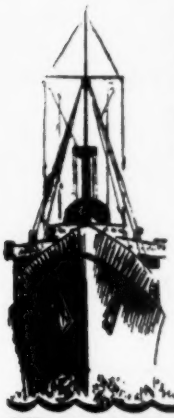

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Vol. XXXIII No. 497
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Type Symbols Changed: Full Details of Two New Orders

AFTER LONG NEGOTIATIONS BETWEEN THE B.F.M. AND THE BOARD OF TRADE TWO NEW FURNITURE ORDERS HAVE NOW BEEN SIGNED. THEY ARE THE FURNITURE (MAXIMUM PRICES) ORDER, 1950, WHICH REVISES THE MAXIMUM PRICES FOR UPHOLSTERY, AND THE UTILITY FURNITURE (MARKING AND SUPPLY) ORDER, 1950, WHICH SPECIFIES CERTAIN NEW TYPE SYMBOLS. BOTH ORDERS COME INTO FORCE ON AUGUST 28, AND COPIES MAY BE OBTAINED AT THE STATIONERY OFFICE FROM AUGUST 14.

THE Utility Furniture (Marking and Supply) Order, 1950, replaces the Furniture (Utility Mark) Order, 1948, as amended.

The Order specifies new Type Symbols (replacing those in the Schedule to the current Order) which, on and after August 28, must be applied to metal framed wing easy chairs, easy chairs and settees, and it includes four new Type Symbols for four new descriptions of upholstered divan.

Four Type Symbols specified in the Schedule to the current Order for the two existing classes of bedstead ends are being eliminated. Instead, there will be only two (new) Type Symbols for all bedstead ends (in the single and double widths) complying with the current minimum specifications for the cheaper of the two existing classes.

Minimum dimensions have been laid down for dining tables.

The Order also includes a provision to the effect that no person shall, in the course of his business, supply any article of Utility furniture bearing two or more different Type Symbols.

(continued column 3)

President Again

Mr. MacAlister Bexon who has been re-elected President of the B.F.M.

It should be emphasised that, on and after August 28, those Type Symbols in the Schedule to the 1948 Utility Mark Order which are being replaced by new Type Symbols may no longer be applied to bedstead ends and upholstered chairs and settees.

The Maximum Prices Order will introduce Related Schedule UF4 in place of Related Schedule UF3, and will fix maximum and ceiling prices solely by reference to the Type Symbol borne by an article of Utility furniture instead of, as heretofore, by reference to the description of the article.

It will also permit distributors' maximum prices to be rounded upwards to the nearest threepence and, where necessary, the ceiling prices in

(continued over page)

NEW CHAIRMAN FOR VONO

VONO LIMITED have announced the appointment of Mr. William Leonard Barrows as chairman of their board of directors.

Mr. Barrows is a chartered accountant by profession and a director of other industrial companies including W. & T. Avery, Ltd., Renold & Coventry Chain Co., Ltd.

He is Justice of the Peace for the City of Birmingham and since 1941 has been a member of the Council of the Institute of Chartered Accountants.

Mr. Gordon Hamilton Gunson has also joined the board. He is a managing director of the well known firm of merchant bankers, Helbert, Wagg & Co., Ltd., 41, Threadneedle Street, London, who specialise in industrial finance.

Mr. Gunson was trained and qualified as a Scottish chartered accountant but left the professional side of accountancy in 1927 to join Helbert, Wagg & Co., Ltd. He also serves on the boards of other industrial companies.

Prices Table for Lino and Felt Base

THE table below has been compiled at the suggestion of the Merchandising Committee of the National Association of Retail Furnishers in order to help members of N.A.R.F. to overcome special difficulties of marking off maximum prices for the more popular lines of linoleums and felt base.

The prices have therefore been calculated on the formula of manufacturers' basic prices less 10 per cent trade discount, plus the retail margin of 42.86 per cent on cost, plus Purchase Tax at 33⅓ per cent, making allowance for cash discount at 4¼ per cent:—

	Manfrs. Basic Price		Maximum Retail Price (ex-tax)		Selling Price including Pur. Tax	
	s.	d.	s.	d.	s.	d.
Plain Lino (Brown):						
A. over 2 metres wide	9	6	12	3	14	11
under " " "	9	1	11	8	14	3
B. over " " "	7	11	10	2	12	5
under " " "	7	6	9	8	11	9
C. over " " "	6	9	8	8	10	6
under " " "	6	4	8	2	9	11
X. over " " "	5	8	7	3	8	10
under " " "	5	3	6	9	8	2
Plain Lino (Coloured):						
A. over 2 metres wide	10	1	13	0	15	10
under " " "	9	8	12	5	15	1
B. over " " "	8	5	10	10	13	2
under " " "	8	0	10	3	12	5
C. over " " "	7	2	9	3	11	3
under " " "	6	9	8	8	10	6
X. over " " "	6	0	7	9	9	5
under " " "	5	7	7	2	8	9
Printed Lino:						
2, G or Y, over 2 metres wide	5	2	6	8	8	1
under " " "	4	9	6	1	7	5
3, H or Z, over " " "	4	6	5	9	7	0
under " " "	4	2	5	4	6	6
Inlaid Lino:						
Super Parquet and Super Marble—						
1st	12	6	16	1	19	7
3rd or C.	8	1	10	5	12	8
Inlaid—						
1st	11	0	14	1	17	2
3rd or C.	6	10	8	9	10	8
Granite, Jaspe, Moire:						
1st	10	3	13	2	16	10
3rd or C.	6	5	8	3	10	0
Sheet Marble:						
1st	10	11	14	0	17	1
3rd or C.	6	9	8	8	10	7
Felt Base:						
C. over 2 metres wide	1	8	2	1½	2	6½
under " " "	1	7	2	0½	2	5½
A. over " " "	2	6	3	2½	3	10½
under " " "	2	4½	3	0½	3	8½

Retailers To Enlarge Furnishing Space

LARGE scale plans have been prepared by Queen's Furnishing Company, 27-31, Jerdan Place, Walham Green, S.W.6, to enlarge their showrooms and install a new modern shopfront to their premises. Included in this development scheme is the provision of a wide arch-shaped corridor to link up the present individual showrooms on the ground floor into one extensive display area.

Mr. H. M. Jones, proprietor, has made it clear that all the shopfitting and interior alterations, which include levelling of the floor, will be completed by the end of the year.

Speaking to a *Furnishing World* reporter, Mr. E. Taylor, manager and buyer, who has been with the firm for 15 years, said: "At present we are concentrating on bedding. In the future we shall be carrying a more comprehensive range of merchandise. We specialise in medium quality furniture, and have a good cash trade. We look forward to a great improvement in business when it is possible for us to show goods in our new windows in a series of special displays."

New Upholstery Price Order

(*from previous page*)

the Related Schedule have been adjusted to permit of this being done.

The maximum and ceiling prices for upholstered chairs and settees in Related Schedule UF4 are generally around 7½ per cent above the corresponding prices for wood framed articles in Related Schedule UF3.

The differential prices hitherto chargeable for metal framed articles will continue to apply to any such articles as have been marked with the Utility Mark before the operative date (August 28) of the Utility Furniture (Marking and Supply) Order, 1950.

Metal framed articles marked on and after that date (which must, in accordance with the Marking and Supply Order, bear the new Type Symbols referred to in Paragraph 2 above) will be subject to the same maximum and ceiling prices as the corresponding wood framed articles.

The current Order provides for two classes of divan; one with a metal frame and an upper minimum specification, and the other with a wood frame and a lower minimum specification.

The new series of Type Symbols being introduced for upholstered divans will permit the higher prices at present chargeable only for those with metal frames to be charged for similar articles incorporating a wood frame; and the lower prices for wood frame divans will apply also to similar articles with metal frames.

The maximum and ceiling prices for bedstead ends marked on and after August 28 and complying with the minimum requirements of the single specification attaching to the new Type Symbols will be those formerly specified for full panelled articles.

London Furnishers Rebuild

A NEW start in the furnishing trade is being made by Collis, furnishers, 62, North End Road, West Kensington, W.14, who have now completed rebuilding their premises which were severely damaged by enemy action in 1942. A new shopfront has been installed to the firm's imposing corner-site property.

Mr. S. E. Collis, who founded the original business in 1928, has told a *Furnishing World* reporter that the store will be opening in the middle of the month. The business will carry a wide range of furniture, bedding, carpets and linoleum. Mr. Collis will conduct the buying.

Mr. R. Swingler is manager.

Bedding Federation May Take Legal Action

Against Makers of Sub-Standard Mattresses: Panel to Advise B.o.T.

IN ORDER TO COMBAT WHAT IS DESCRIBED AS "THE GROWING VOLUME OF SUB-STANDARD UTILITY PRODUCTION," THE NATIONAL BEDDING FEDERATION HAS DECIDED UPON TWO COURSES OF ACTION. THEY ARE:—

(1) THAT THE SERVICES OF A PANEL OF EXPERTS SHOULD BE PLACED AT THE DISPOSAL OF THE BOARD OF TRADE IN ANY PROCEEDINGS WHICH MIGHT BE UNDERTAKEN, AND THAT THE PANEL BE GIVEN AUTHORITY TO ACT AS ADVISERS AND EXPERT WITNESSES.

(2) TO SEEK LEGAL ADVICE WITH A VIEW TO THE FEDERATION PROSECUTING BEDDING MANUFACTURERS, WHETHER MEMBERS OF THE FEDERATION OR NOT, WHO FAIL TO COMPLY WITH THE APPROPRIATE STATUTORY INSTRUMENTS AND SPECIFICATIONS COVERING THE PRODUCTION OF UTILITY BEDDING.

THIS course of action was decided upon at a recent meeting of the Bedding Makers' Executive Committee at which the members were unanimous in the view that the Federation was unable to take steps to regulate the prices at which bedding manufacturers might sell their goods since the Federation was not in any manner a price maintenance organisation.

The Committee, however, deplored the sale of Utility bedding at prices well below the maximum because they felt that such prices did not yield any fair margin of profit unless sub-standard materials were being used.

Generally speaking, the specifications controlled items by the price and weight of materials used, labour being negligible in comparison, yet it was said that bedding manufacturers were giving discounts of 15 per cent and more on the finished article prices; such discounts brought the selling price below the cost of the materials specified.

"Economic Suicide"

The Committee agreed that while they were opposed to price cutting and special discounts, the Federation could not intervene if firms wished to commit economic suicide, but there was a great moral and legal obligation for bedding manufacturers to comply with Utility Specifications.

The Committee, therefore, resolved to take the steps set out above.

The Bedding Makers' Executive Committee have received a report concerning a meeting when representatives of the National Association of Upholstery Felt Manufacturers, British Furniture Manufacturers and the Federation, discussed nonconformity with specifications concerning fillings.

The Upholstery Felt Manufacturers expressed their concern at the use of fillings not to British Standards of which there was a production larger than the possible requirements of the known non-Utility bedding and furniture production.

The Bedding Makers' Executive Committee, therefore, unanimously agreed that:—

"All members of the Federation be circulated with the names of those firms producing fillings under B.S.I. Licence, pointing out that the Utility Bedding and Furniture Directions required the exclusive use of materials processed to B.S.I. Specification.

Mr. William Rhodes, who is President of the National Bedding Federation.

"The result of prosecutions by the Board of Trade was likely to be not only a fine (however nominal) and costs imposed by the Courts, but also subsequent demands by the Customs and Excise for purchase tax due on goods which, since they did not conform to Utility Directions, were automatically classed as non-Utility."

A more drastic enforcement of Utility Specifications is likely to follow and by direction of the Committee there will be further pressure on the Ministry of Health for legislation which was promised earlier this year.

First Exhibition Hire Furnisher

Death of Charles Cook of Hammersmith

IT is with deep regret that we record the death on July 26 of Mr. Charles A. Cook, governing director of Charles Cook's Furnishing Stores, Ltd., Hammersmith Road, W.14. The funeral service was held at Mortlake Crematorium on July 29 and was attended by many representatives of well known furnishing houses.

Mr. Cook, who was nearly 70, was born at Stow-on-the-Wold, Gloucester.

He entered the furnishing business run by his father, immediately after World War I in which he served in the Veterinary Service, and himself conceived the idea of launching out as the first exhibition hire furnisher, and furnished six stands at the first post-war Olympia exhibition in 1919.

Mr. Charles A. Cook.

This branch of the business grew rapidly until, to-day, the firm supplies furniture for exhibitions in all parts of the country.

B.F.M. Re-elects All Officers

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Honorary President: Sir Herman Leiss, C.B.E., J.P.

President: MacAlister Bexon.

Vice-President: Cuthbert Greig, M.B.E.

Hon. Treasurer: Herbert E. Gibbs.

Chairman: A. Wynn Healy.

Vice-Chairman: R. C. Sunley.

. . . and Appoints Committee Chairmen

THE results of the elections for the chairmen of the B.F.M.'s Standing Committees have now been announced. They are:

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Exhibitors and Exports: R. C. Sunley.

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Prices: G. S. Keen.

Public Relations: R. T. Baveystock.

The chairman of the Domestic Committee is to be elected at the September meeting of General Council.

Standing Committees 1950-51

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Economics and Statistics Committee

S. Alexander, W. Angerson, F. D. Welters, A. E. Chisholm, T. B. Quail, D. Ross, G. D. Whipp, A. Scott, A. Webb, L. H. Howard, A. A. East.

Exhibitions and Exports Committee

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Materials and Production Committee

C. R. Elliott, W. Spencer, R. H. Styles, L. Caller, J. Hall, Guy Rogers, A. A. Eggison, W. B. Wilkinson, R. Sutcliffe, G. K. Latimer, V. N. Radford, F. A. Silvester, W. Parr, A. Menne.

Prices Committee

R. T. Baveystock, B. P. Bryant, G. S. Keen, A. E. Lock, P. E. Faith, H. Graham, T. Adams, C. Pierce, A. Critchley, C. E. Bennett, E. W. C. Morrant, W. M. Johnston.

Public Relations Committee

J. C. E. Atkins, N. H. Dixon, H. R. Janes, R. Stephens, G. A. Hensher, W. Ellis, H. W. Hassall, C. Hodkinson, A. Critchley, G. R. Callow, A. G. Alexander.

Retail Manufacturer Representatives

The following have been re-elected Retail Manufacturer Representatives for the year 1950-51: Anthony S. Heal, Philip E. Maggs, H. Stanley Wharton.

Scots Furnishers Report Better Trade

WITH close on twenty million pounds worth of house building schemes in operation in the surrounding districts, furniture retailers in the Falkirk-Stirling area are probably among the industry's busiest in Scotland.

From Glasgow and Edinburgh reports from manufacturers, agents and retailers show that everyone is working harder for their living and feeling more and more the competition of the man across the road.

In Falkirk, where business shows a rise over last year, cash money is still tight. "Eighty per cent of our stock is going to hire purchase customers," one retailer told a *Furnishing World* reporter, "and the other twenty per cent being sold for cash goes in small lots. Sitting-room suites and bedroom suites are in greatest demand."

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COTTON TEXTILE PRICES UP 5 PER CENT.

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B.F.M.'s New Telephone Number

THE telephone numbers of the B.F.M., the British Furniture Trade Confederation, the British Furniture Trade Joint Industrial Council and B.F.M. Exhibitions Ltd. have been changed to Langham 5115, 5116, 5117.

PROGRESS OF FURNITURE PERFORMANCE TESTS

Kilburn Furnishers Plan Extensions

LARGE - SCALE reorganisation scheme is in progress by Alsan's, furnishers and upholsterers, 306, Kilburn High Road, N.W.6, who, following extensions to their workshops, are installing a new shopfront before fitting out a new additional showroom.

Speaking to a *Furnishing World* reporter, Mr. Larry Martin, principal of the firm, and a former director of Grangewood Upholstery, Ltd., said: "The rapid growth of our business has made it necessary for us to carry out this expansion and open really first-class exhibition showrooms.

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has been in the trade 22 years, told *World* reporter that most of the increased business was coming from customers in the West End, particularly hotels, clubs, and so on. "We are also expanding in upholstery and cabinet repairs to the trade," he said.

The company's workshops at Kilburn High Road occupy four floors for the making of pelmets, curtains, upholstery and cabinet repairs.

N.A.R.F. Midlands Branch's Annual Dinner

THE West Midlands Area of the National Association of Retail Furnishers will hold their annual dinner at the Queens Hotel, Birmingham, on Thursday, October 12, at 7.30 p.m.

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WHEN the first report of the Furniture Development Council was published, a considerable amount of comment was made that only £503 had been spent on research for performance tests.

This criticism was obviously unfair because the research had been started only a short time before the accounts were published and so the amount of £503 did not represent what would be spent in a full year's work.

So far the researches have shown that first, as regards what happens to a chair in actual use: It has been found possible to make comparative measurements of the various strains which occur in the joints of a chair when it is in use normally, including tilting and rocking.

Second, various test methods have been tried out, and it has now been found possible to apply in a convenient manner predetermined loads in precisely the same manner to a number of different chairs, and to trace the effect of the resulting stresses and strains right through to destruction. The tests look like producing useful information, quite apart from their other value in developing standard tests.

Testing Normal Loads

This work is proceeding and the Council are now testing a series of chairs made to the same design, in the same factory, and by the same methods. The loads are being applied to each chair in precisely the same way. The loads are similar in type to the loads which might be expected in ordinary use, and the magnitude of these loads should be compared with the loads occuring in the first tests referred to above.

The object of these tests is to find out if there is likely to be widely different results when a given load is applied to a series of apparently identical chairs, and the tests should also give up an indication of the practicability of the test rig. If the Council get reasonably consistent results from this test the next step will be to apply it to a series of dining chairs of different designs and of different manufacture, and again to see to what extent there are wide variations and to what extent the new test rig can cope with different types of chairs.

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Viewpoint

CONCERNED at the growing volume of sub-standard Utility bedding that is finding its way on to the market, the Bedding Federation has taken two decisive and drastic steps. It has placed at the disposal of the Board of Trade a panel of experts to act as advisers and expert witnesses in any legal proceedings that the Board may take, and has sought legal advice on a proposal that the Bedding Federation itself should prosecute manufacturers who do not comply with specifications.

Those are very bold moves for any federation to take. But it was felt, apparently, that boldness was now essential because of the weight of evidence that had been received — evidence which plainly suggested that the prices at which Utility bedding was being offered in a few quarters were possible only if sub-standard materials were being used.

★★ *Now, let it be made plain immediately that the new bedding prices, which came into force on June 5, are maxima. There is nothing whatever to prevent any manufacturer selling below them. Nor has the Federation any power to regulate prices.*

But the new price schedule, which was granted by the Board of Trade only after long and patient negotiations on the part of the Federation, was the result of the most careful and accurate costing. Each grade was costed-down to a level which gave a bare, economic profit to the maker.

★★ *And the fact that a few makers are now offering bedding at 15 to 20 per cent below the permitted prices can suggest only one of two things: that those firms are deliberately committing economic suicide, or that they are using considerably cheaper materials than those specified in the regulations. Of those two possibilities it is obvious which is the more likely.*

We are not surprised that the Federation views this situation with alarm. It won its case against the industry being included in the Furniture Development Council because of the orderliness of its house; it has spent many weary and trying months in the evolution of minimum standards of quality for bedding; and it has achieved a *rapprochement* with the Board of Trade which has been of immense benefit to the industry.

★★ *All this—only to find that its work is threatened by a few apparently less responsible members whose policy, if the present complaints are justified, must undermine the prestige in which the bedding industry is held.*

"THE ENEMY WITHIN"

IT would seem, in these circumstances, that we must watch carefully for those who, as the PRIME MINISTER referred to some people in the national sphere of life, might be described as our own particular "enemy within."

For it is not only in the bedding section of our industry that we are faced with the danger of sub-standard production. We have had to report recently far too many prosecutions for the production of Utility cabinet work and upholstery alleged to be below the General Specification. While some of these cases may have concerned technicalities, in which the firms were not guilty of deliberate misdemeanour, the fact remains that the Courts are imposing fines with increasing regularity on firms who have produced sub-standard furniture.

The danger of a moderate or nominal fine may not deter irresponsible members of the industry.

★★ *But it should now be reported, for their benefit, that, after such cases have been heard in Court, the Customs and Excise inspectors have a nasty habit of coming down immediately on the firms concerned with a demand for thousands of pounds of Purchase Tax—for if a piece or suite is below Utility specification, it automatically becomes non-Utility, and the full tax is payable.*

That warning may prove a healthy deterrent. But we sincerely believe that the vast majority of makers are anxious firmly to abide by the regulations —and see that the name of our industry stands high in the world of commerce and in the public esteem.

Readers' Viewpoint

That Chair Specially for Women

The Editor,
"Furnishing World."

SIR,—In congratulating Ernest Race on the production of chairs for women, we should not overlook the part played by Mrs. C. G. Tomrley of the Council of Industrial Design, for it was she who set the ball rolling.

In a broadcast made some two years ago, Mrs. Tomrley pointed out that upholsterers concentrate upon designing easy chairs for male comfort to the neglect of women.

These remarks were repeated at the annual conference of the Association of Master Upholsterers held in Nottingham in the spring of last year. On that occasion Mrs. Tomrley went a step further: she challenged upholsterers to make an easy chair suited to the requirements of the average housewife — a challenge which I accepted.

It was of course all quite friendly and, together, Mrs. Tomrley and I evolved a satisfactory chair based on scientific principles. As a matter of fact this chair was on show at an exhibition sponsored by the Council of Industrial Design where it attracted considerable attention and has, of course, been on the market for some time.

The next step was to get it into the Utility range; given the type of upholstery and the quality of the

(*continued on page* 48)

personally speaking...

NEWS OF MEN YOU KNOW

BAD news from Glasgow. **David McKay,** manager of Jay's Sauchiehall Street branch has been granted sick leave by the company on account of a rather badly poisoned arm. When our reporter called, salesmen in the busy shop had no news of when Mr. McKay was to be expected back.

☆ ☆

AN inscribed silver salver was presented by **Lord Woolton** to **L. H. Gresham,** general manager of the Leicester Branch of Lewis's, Ltd., at a luncheon held in his honour at the Bell Hotel on Friday of last week by the board of directors. Mr. Gresham has retired after 11 years as general manager of the Leicester Branch and 26 years with the organisation.

☆ ☆

Livery Club Honour for Furnisher

CONGRATULATIONS to **Ralph E. Perring, J.P., C.C.,** who has been elected vice-president of the City Livery Club for 1950-51. This Club, with its 2,300 members, represents the Livery Guilds of the City of London. Mr. Perring is past master of the Worshipful Company of Tin Plate Workers alias Wire Workers, and a liveryman of the Painters-Stainers Company.

☆ ☆

I HEAR that **Frank H. Davis,** furnishing manager of the Earlstown Co-operative Society, has been appointed manager and buyer of the Middleton Society. He is an ex-chairman of the North-Western branch of the National Co-operative Furnishing Managers' Association. Mr. Davis has worked in the furniture department of the Earlstown Society since 1933.

☆ ☆

I HEAR that **A. E. Seaton** has been appointed soft furnishings buyer of B. B. Evans & Co., Ltd., Kilburn, N.W.6. He was previously with Wickhams (C. Barker), Ltd., Stepney, E.1, and succeeds **J. Pye,** who has become soft furnishings buyer at Wickhams.

☆ ☆

THERE are, as I have shown from time to time, many keen fishermen in the furniture industry, and at least one firm which takes the sport seriously. I hear that Waldo (Sheffield), Ltd., held their annual fishing match last week, and among the competitors was **H. Kay,** a director. The "Waldo Cup" for the biggest catch (6 lb. 5 oz.) went to **C. Cunningham.**

☆ ☆

NEW assistant general manager and soft furnishings buyer for Z. Dudley, Ltd., is **Trevor Rees,** who was formerly buyer for the loose cover department at Pontings.

☆ ☆

PREVIOUSLY a salesman in the furniture departments of Jones Bros., **L. R. Drake,** has been appointed assistant buyer of new upholstery at John Lewis's.

☆ ☆

EVERY time a naval vessel pays a courtesy visit to Eastbourne, Bobby's branch signalises the visit by flag-flying and draping bunting over the showroom windows. The reason is that general manager **Maurice Hughes** (who succeeded the late **Sidney Arthur Chartres**) served in a destroyer during the last war. This week both a Dutch and a British warship visited the town simultaneously—and up went the flags. But this time the staff felt that an extra flag should have been flying—the Jolly Roger. This is because both the furnishing and men's outfitting departments are feeling very piratical at the moment. Last week **Stewart Newham,** furnishing buyer, and **Bob Ockenden** attended a sale in Eastbourne of pirate relics. With them went **J. Bland,** antique furniture buyer. The sale was of genuine Captain Kidd relics. Mr. Newham bought a pistol belonging to pirate Calico Jack, and Mr. Ockenden bought woman pirate Ann Bonny's dagger. Mr. Bland contented himself with cabinets containing secret drawers. The result is that the name Stewart Newham has been forgotten in the furnishing department, but messages for "Calico Jack" are now being received over the phone. As for Mr. Bland, he just walks about with an air of "I know a secret drawer." Rumours that he has found a map and that the staff are financing an expedition to the Spanish Main are without foundation. Bob Ockenden was seen this week-end practising dagger-throwing on the door of his chicken house!

☆ ☆

S. FOX, SONS & A. DAVIS, LTD., the manufacturers of "Four Shield" furniture, inform me that **R. A. Miller,** who is at present representing George Hensher, Ltd., is to be their representative for bedroom suites in North and Greater London.

Nomad

A Smile with Betts

"It's getting near to closing time, madam—have you decided yet on the rocker-chair?"

Bedding Men Criticise Labour Agreement

A MEETING of the Midland Section of the National Bedding Federation was held at the Midland Hotel, Birmingham, on July 6, and was presided over by the recently appointed chairman, Mr. D. Hatton.

Following a report by the chairman on decisions taken at a recent meeting of the Bedding Makers' Executive Committee, several members expressed their disapproval of the recently concluded amendments to the National Labour Agreement.

The practice of following the lead of the furniture trade was severely criticised and a resolution that the bedding industry should have an independent Arbitration Board was unanimously adopted.

The date of the next meeting was fixed for October 5.

A new furnishing branch was opened by Watford Co-operative Society, Ltd., at Northolt Road, South Harrow, Middlesex, on July 20.

Maples to Furnish Ocean Dock

MAPLE & CO., LTD., have obtained the contract for the complete furnishing and decoration of the Southampton Passenger Terminal Ocean Dock.

The contract includes panelling and wall treatment, ceilings, internal partitions, lighting, heating, air conditioning, plumbing, flooring, and so on.

Carpet Dispute Goes To Arbitration

FOR the first time a dispute in the carpet industry is to go to arbitration, and is to be heard by the National Tribunal Board on August 24. This was stated at the half-yearly meeting, held at Kidderminster, of the Power Loom Carpet Weavers' & Textile Workers' Association.

The president (Mr. Tom Danks) said the matter concerned the manufacturers' refusal of the workers' request for two weeks' paid holiday in the summer.

Scots Makers Furnish U.S. Fair Offices

ALL the furniture for the offices of the U.K. Information Bureau in the Hall of Nations at the Chicago International Trade Fair will be manufactured by Scottish Furniture Manufacturers, Ltd.

The furniture, which has been designed for the company by Mr. Dennis Lennon, M.C., A.R.I.B.A., is:

Long reception desk—mahogany with red formica top.

Settee—carried out in mahogany with a dunlopillo seat covered in Scottish tweed, manufactured for the S.F.M. Ltd., by A. H. McIntosh of Kirkcaldy.

Typist's desk—mahogany with leather top; the steel fitment at the side carries a dictaphone and can be swung round beside the chair. Manufactured by A. H. McIntosh.

Seven aluminium occasional chairs—the seat is pressed aluminium and covered in Scottish tweed by Wilson & Glenny. The legs, which can be detached for packing, are made of mahogany. Manufactured by A. H. McIntosh.

Showcase table.

Settee—back and seat of pressed aluminium upholstered in foam rubber and covered in Scottish tweed from Wilson & Glenny, Ltd. Frame and legs of mahogany. Manufactured by A. H. McIntosh.

Show table—mahogany with red formica top. Manufactured by A. H. McIntosh.

Filing cabinet units.

Wall table—sycamore and mahogany.

Round table — sycamore and mahogany, lent by Rayon Design Centre.

Armchair—with mahogany frame and Dunlopillo seat covered in Scottish tweed.

Designs by Mr. Jacques Groag, Dip.Ing.Arch., F.S.I.A., are:

Coffee table—veneered sycamore top and delicate lip of mahogany round the edge. Manufactured by G. M. Cameron of Dundee.

Settee (and unit)—a form of single chair units which can be used separately. Covered in Glamis fabric from Donald Brothers of Dundee.

Easy chair—with loose Dunlopillo cushions covered in contrasting tweeds to the frame from Wilson & Glenny. Manufactured by East Brothers.

Readers' Viewpoint

(*continued from page 46*)

cover, it was out of the question to sell it under Type Symbol F621. On the other hand, on the market as non-Utility and therefore bearing purchase tax, it is beyond the means of precisely that section of the community for whom it is intended.

A finished chair and complete set of components was sent to the Board of Trade together with design and specification; that was very many months ago and it is assumed that the matter is still receiving attention.

All credit to Ernest Race who, availing themselves of a recent concession of Customs and Excise, have produced a woman's chair of a nesting type, thus avoiding purchase tax, but . . . let us not forget our indebtedness to Mrs. Tomrley.

Yours, etc.,
JOHN RADFORD,
Ideal Upholstery.

169, Kensal Road,
London, W.10.

The Sacrifice of Quality Goods

The Editor,
"Furnishing World."

SIR,—May we, as representatives of organised craftsmanship, skilled labour, and art and design, be accorded the courtesy of your columns to draw attention (without, we trust, any political implication) to the following grave aspects of purchase tax discrimination against quality goods:

(1) Many retailers are tending to lighten the incubus of purchase tax on capital by reducing or eliminating stocks of quality goods in the higher tax categories.

(2) New design is already being stultified by the sacrifice of the home market; yet, without the home market as a field for continuous productive experiment, export demand for British traditional goods of quality cannot survive.

(3) In many of the craft-based industries craftsmen cannot find constant employment because the field for trial and error is restricted by high prices due to purchase tax; in others, skilled workers, trained at much expense to the State and to employers, are being forced to work on low quality output.

Yours, etc.,
CHRISTIAN BARMAN,
President, Society of Industrial Artists.
WILLIAM COLLINGSON,
General Secretary, National Union of Leather Workers.
LESLIE HARDERN,
Chairman, Design and Industries Association.
J. KORN,
Principal, Cordwainers' Technical College.
R. B. M. SAGE,
Clerk to The Saddlers' Company.

R. H. O. Hill's Big Display Switch

COMPLETE reorganisation of furniture, floor coverings and bedding display has been carried out at R. H. O. Hills, Ltd., Bank Hey Street, Blackpool. The third floor, previously given over to antiques and reproduction furniture, is now set out with modern pieces with special emphasis on beds and bedding, carpets and linos. A window also shows floor coverings.

Manager of the department is Mr. K. A. Topham, formerly with Owen Owen, Ltd., of Liverpool.

Furniture and furnishings are sent from Hills to all parts of the country, Ireland and Scotland. Much contract work is done in furniture, bedding, and carpets which can be copied satisfactorily since the furniture department is aided by a fully-equipped carpet-making department fitted with seaming and binding machinery.

Smarts, Blackpool, Reorganise

SMART BROS., LTD., furnishers, Talbot Road, Blackpool (formerly Ormerods), have had extensive frontage alterations, doing away with the arcade windows, so having twice the previous floor space and getting much better display.

They are also displaying each type of furniture in its own department. Two full upstairs floors have been re-wired, re-decorated, new lighting system installed and new curtains at all windows.

Bedroom suites, three-piece suites, full dining-room suites are now in their own department. An oddments room displays all small or single pieces of furniture—coffee tables, nests of tables, and so on.

Mr. E. M. Acroyd, now manager, finds that additional business has followed the alterations. For instance, two weeks ago 100 interior spring mattresses came in, but not one is now left.

Furniture Sales Stopped In Grimsby Exchange

GRIMSBY Market Committee, at their meeting on July 12, decided unanimously not to allow furniture to be sold in Grimsby Corn Exchange in future.

Their previous decision not to permit furniture sales in the Corn Exchange had been referred back by the Mayor's casting vote at the last Town Council meeting.

Trouble in Tottenham

Furniture Men Condemn "Rat-Hole" Taunt

STATEMENTS made at the last meeting of Tottenham Trades Council are strongly resented by local furniture manufacturers. They complain that a remark by Mr. A. Curtis, a member of the Council, that "Tottenham is the rat-hole of the furnishing industry" is unjustified.

COUNCILLOR A. W. CATLEY speaking on behalf of the furnishing members of Tottenham Chamber of Commerce, says:—

"Tottenham has the highest percentage of clean, well managed, efficient and modern factories in London.

"Employers pay wages comparable with those of other industries and 90 to 100 per cent of their employees are Trade Union members. Amenities are excellent and relationships with workers are good.

"This year furniture trade operatives in Tottenham will have two weeks holiday with pay," Coun. Catley added. "If Trade Unionists consider they work in a rat-hole they have had every opportunity to change that state of affairs."

Mr. E. J. J. Rogers, secretary of Messrs. Harris Lebus Shop Stewards Committee and a delegate to the Trades Council, says the relations between workers and management at his factory are good. Joint consultation committees have been set up and there have been vast improvements since 1939.

"The taunt 'rat-hole,'" he says, "could not apply to Harris Lebus."

According to Mr. W. Crawford Jones, manager of Tottenham Employment Exchange, the general unemployment figures for Tottenham and Edmonton are no higher than usual.

Short time working, he thinks, will not be so widespread for some weeks to come as factories will have to speed up production to make up for loss of time during holidays.

So far, most of those who have been dismissed have been absorbed into other industries, and although there is work for men under notice, further employment in the woodworking trades is unlikely, especially for unskilled workers.

Opens A New Store for Soft Furnishings At Ruislip

AN important development scheme has been drawn up by The Manor Furnishing Stores, 101, Victoria Road, Ruislip Manor, Middlesex, who have acquired adjoining premises to be opened as a soft furnishings department.

Interviewed by a *Furnishing World* reporter, Mr. A. H. Keyser, principal of the firm, said: "The new additional soft furnishings section will be officially opened in three weeks' time. A new frontage is being installed to marry-up with our existing shopfront, and the entire premises are being converted into one large store. Along with this scheme, our nursery furniture department is being enlarged and the bedding section is to be extended."

Mrs. V. Keyser, soft furnishings buyer, told *World* reporter that all classes of merchandise will be handled. "Really attractive window displays will be a feature of the new department," she said.

Mr. A. H. Keyser, who will continue to buy furniture for this store, has been in the trade 25 years. He was previously with Harris Lebus, Ltd.

Mr. A. H. Keyser.

Further extension of premises is contemplated in the future.

"Gregart" Go To New Factory

No Production Loss During Move

AFTER more than fifty years in their present factory, John McGregor & Sons, Ltd., Gregart Works, Porterfield Road, Renfrew, Scotland, have moved to new premises in Hillington Industrial Estate, on the outskirts of Glasgow.

FOUNDED in the late 19th century—the actual date is unknown—by John McGregor, a former foreman upholsterer in a small Glasgow shop, Gregart Works have passed under the charge of three generations of the McGregor family.

To-day Mr. Duncan McGregor and Mr. Ian McGregor, with Mr. William Johnston, form the board of directors. Mr. Duncan McGregor told a *World* reporter that some of the 250 employees have been with the firm since the days of his grandfather.

Plans Made in '46

It was in 1946 that McGregors occupied a temporary factory at 433-439, Hillington Road to handle the overflow of production from the Renfrew works. It was also then that it became obvious that a newer, larger, factory was necessary to contain the expanding business. Plans were made and contracts agreed upon with engineers, builders and electricians.

The factory lay-out was evolved by staff technicians, who decided upon the swiftest, most economical, system of production. With these plans and an outline of what was to be needed orders were laid with British and American machinery manufacturing firms for the newest, most up-to-date furniture production equipment.

And on July 31 of this year, when the workers returned from the annual holidays, production began at the new Gregart Works, Hillington.

The switch-over from Renfrew to Hillington was accomplished in the holiday fortnight, using only a skeleton staff. Mr. Duncan McGregor, himself rather surprised by the smoothness of the operation, told the *World* reporter that there had been no loss of production whatsoever. "Although," he added, "I'm very much looking forward to my own holiday after having been working from seven-thirty a.m. until nine p.m. for the last two weeks."

The former Hillington factory is to be turned over to bedding production, a new line for the firm. Gregart Bedding, as it will be known, will go into production on September 1. The department will be under the management of Mr. George F. Pearson.

Mr. McGregor said that once things had settled down they would probably be adding to the range of their productions, although they did not expect any new designs in the present range for the time being.

Bigger Output Probable

With all departments on one level using the flow system of production a considerable increase in output is anticipated, and, said Mr. McGregor, "We shall be able to give immediate delivery."

The address of the new factory is: Gregart Works, 434-444 Hillington Road, Hillington Industrial Estate, Glasgow, S.W.2. Telephone Halfway 5301-5-6-7

Individuality of Design in Furniture

IG FURNITURE

I. GRIEW & CO LTD
WATERDEN ROAD
LONDON E.15

£47,000 Waring Fire: 3 For Trial

THREE young men appeared at the Liverpool Magistrates' Court last week, charged with maliciously setting fire to the premises of Waring & Gillow, Ltd., Bold St., Liverpool and causing damage estimated at £47,000.

One of the defendants was alleged to have told the police that the premises were fired to destroy evidence of fingerprints. Damage to the premises amounted to £20,000 and to furniture and other property to the value of nearly £27 000. Accused were committed for trial at the Liverpool Assizes.

STOCKROOM DATES

J. H. HUNT & CO. (HIGH WYCOMBE) LTD., and ELLIS PRODUCTIONS (HIGH WYCOMBE) LTD., are holding an autumn exhibition of fireside chairs, occasional chairs, three-piece suites, and dining-room sets at the Market Hotel, Birmingham, from August 14 to 18 inclusive. Mr. J. H. Hunt and Mr. W. H. Halliday will be in attendance.

* * *

FREEDMAN UPHOLSTERING CO., LTD., are holding an exhibition at the Reading Room of the Royal Hotel, Woburn Place, London, W.C.1, from August 14 to 18 inclusive. Mr. D. Vale and Mr. J. Freedman will be in attendance.

* * *

I. & J. GRIVER, LTD., manufacturers' agents, will hold an exhibition on behalf of their manufacturers at the Royal Hotel, Woburn Place, W.C.1, from August 28 to September 8 inclusive. The display will include a complete new range of hand-carved oak dining-room sets, fitted robes, upholstered three-piece suites, fireside chairs, kitchen furniture, mirrors and nursery furniture.

Closed for Holidays

ATKIN-ANSELL & CO., LTD., Proctor Place, Hillsborough, Sheffield, will be closed for annual holidays from August 4 to August 21. A skeleton office staff will be available during this period to deal with enquiries.

THE offices of The Northern Furniture Manufacturers Association at Victoria Chambers, South Parade, Leeds, will be closed on Monday, Tuesday and Wednesday next (August 7, 8 and 9.).

MILWOOD Furniture Works (I. Baskin, Ltd.) close for annual holidays from Aug. 5 until Aug. 20.

Twelve Gain NARF Diploma at Brighton : High Standards

THE first examinations for Part "A" of the N.A.R.F. National Furnishing Diploma were held in the Brighton College of Arts and Crafts on July 6, 10, 11 and 13. Two hours were allotted to the paper on furniture and 1½ hours to each of the other subjects—beds and bedding, upholstery and fabrics. Twenty students presented themselves as candidates, twelve of whom were successful. Five of these twelve were referred in one subject which they will be required to take and pass next year.

THE names of the successful candidates are:—

Mr. L. Alliston (George Hilton & Sons), Haywards Heath; Mr. C. Barton-Tales (Johnson Bros. [Brighton], Ltd.) (Referred in "Fabrics"); Mr. A. C. Evans-Smith (Partners [Furnishers], Ltd.), Norwood, S.E.25; Mr. P. R. Fairman (Ring's, Ltd.), Brighton; Mr. F. V. Flint (Jordan & Cook, Ltd.), Worthing; Mr. D. N. Hampton (Jordan & Cook, Ltd.) (Referred in "Furniture), Worthing; Mr. A. S. Hopkins Johnson Bros. [Brighton], Ltd.) (Referred in "Fabrics"); Mr. G. R. Pitt (Johnson Bros. [Brighton], Ltd.) (Referred in "Furniture"); Mr. B. J. Poingdestre (Driscolls, Ltd.), Brighton; Mr. J. S. Sensier (John Bowles & Co., Ltd.); Mr. D. S. Sherman (Jordan & Cook, Ltd.) (Referred in "Fabrics"), Worthing; Mr. T. H. Viney (Ring's, Ltd.), Brighton.

Having regard to the fact that the course for Part "A" did not begin until January, 1950, and that the tutorial staff had had no previous teaching experience, the Association's Board of Assessors express the opinion that the standard of knowledge disclosed by the examinations was remarkably high. This reflects credit not only on the capacity of the students, many of whom were over 21 years of age, but also on the instruction provided.

Searching Questions

The questions set were of a comprehensive and searching character, all of which were not adequately treated in the answers given by candidates. Thus some candidates who achieved a good overall percentage of marks were referred in one subject or another because in that subject they were revealed as being below the pass mark set. Three candidates were referred in the fabrics paper and two in furniture.

Candidates appeared to specialise in those subjects with which they were doubtless familiar in their daily business life at the expense of equal treatment of other subjects. The Diploma course is intended to ensure a thorough trade knowledge of furniture and furnishing in the broadest sense, and both practical experience and classroom instruction should be supplemented by wide and deep reading.

Writing, grammar, spelling and presentation left much to be desired in some cases. The historical knowledge of furniture periods and styles seemed to be good, whilst the understanding shown of the Utility scheme was nearly always complete. The future of furniture design, in some cases, displayed originality and close contact with current trends and experiments.

The Association's Assessors especially wish to place on record their sincere appreciation for all the hard work and sustained enthusiasm shown throughout by Mr. S. L. Bowles and his colleagues. They congratulate him on the successful launching of the Diploma course in Brighton which it is expected will be the beginning of many years of fruitful and progressive effort on behalf of trade education.

HOME CENTRE FOR WEST END ?

ENTRY into the West End field is contemplated by Home Centre, furnishers, 1, Heath Street, Hampstead, N.W.3, who are also opening a new shop and showroom for kitchen furniture at 5a, Perrin's Court, N.W.3.

A *Furnishing World* reporter has been told that Miss Elsa Ayers, principal of the concern, has not yet completed all arrangements regarding the West End venture, but definite news will be available very shortly.

It is understood that when the West End showrooms have been opened, the premises at 1, Heath Street will be closed down.

New Nursery Furniture Showrooms

A NEW nursery furniture shop and showroom has been opened by D. L. Davies, nursery furnishers and baby carriage specialists, as an extension to their branch at 102, Kensington High Street, W.8.

This new extension, fitted with a modern frontage, occupies a commanding corner site position in Hornton Street, just off Kensington High Street.

Mr. H. F. Seath, manager and buyer, said the new showroom had greatly improved business.

Lions, Ltd., one of Glasgow's biggest furniture stores, have added an extension of fourteen separate rooms to their Jamaica Street premises recently.

PLEASING SHADES of blue and pink were selected for the Warerite panels used to surface the walls and tables of this first class nursery in the P. & O. liner "Chusan." The architects for the interior decoration were McInnes Gardner & Partners. The contractors were Waring & Gillow, Ltd.

The Riddle of Two Wives

Unusual Hire Purchase Case

A CLAIM by a hire purchase company must be founded upon a hire purchase contract and not entered as a claim for goods supplied, because the Hire Purchase Act gave the Court wide discretionary powers which were not there in the case of goods delivered, Judge R. A. Willes pointed out at Matlock County Court last week.

BEFORE him was a judgment summons against "Annie Knowles, married woman, also known as Gertrude Alice Townsend," of Woburn Terrace, Jackson Road, Matlock, issued by Jacksons Stores, Ltd., of Nottingham.

When the case was first brought to the Court in May, Mrs. Knowles denied that she owed the firm any money. His Honour decided that the whole matter required careful inquiry, and asked Mr. J. S. Potter, solicitor appearing for the judgment creditors, to investigate the particulars of the claim.

Last week, Mr. Potter said it appeared that in 1934 an Annie Knowles had an account with Jacksons Stores. Annie Knowles, wife of George Knowles, died in March, 1936, and in 1938 the widower married Gertrude Alice Townsend.

In 1941, Jacksons Stores, Ltd., obtained a judgment for £15 18s. 5d. against the new Mrs. Knowles, although Annie Knowles had been dead for five years. Two executions were issued, and on each occasion Mr. Knowles paid £1 1s. 6d.

The whole thing, said Mr. Potter, appeared to be rather a muddle.

"It does not seem to be a muddle in this respect—the original judgment was in respect of a dead woman, and executions twice have been made on a void judgment," Judge Willes stated.

Judge Willes, continuing, said it appeared perfectly clear that a hire purchase agreement was entered into by a woman who had long been dead. The judgment seemed to have been entered against the second wife, and that was the foundation of all subsequent proceedings.

It was perfectly plain that the statement of claim in question, if it were founded upon a hire purchase contract, misled the Court into the belief that it was dealing with a case of goods sold and delivered.

Execution had twice been issued on a void judgment, and it appeared to him that not only was this unfortunate woman not liable for one penny piece, but the hire purchase people had been paid sums of money on executions levied against humble people, although they did not owe the money.

Dismissing the summons against Mrs. Knowles, Judge Willes ordered the plaintiffs to pay the costs of the proceedings.

Bristol Firm's New Showrooms

HUNTERS (Western Distributors), Ltd., of Quaker Friars, Bristol, 1, have secured additional showrooms and warehouse premises at 7, Merchant Street, Bristol, 1.

Earls Court "Hurry" Call

THE B.F.M. are receiving many applications for space at next year's furniture exhibition by every post, and plans for the ballot are proceeding. Those who wish to exhibit are advised to apply for their space without delay.

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FURNISHING FABRICS
FOR THE UPHOLSTERY TRADE
SAMPEX TRADING CO.
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Leeds F.T.B.A. Have Day's Outing

A HAPPY day in the Lake district, in spite of rain, was spent by members of the Leeds and Bradford area of the Furnishing Trades Benevolent Fund last Sunday.

Two bus loads, headed by their chairman and area vice-president, Mr. Bernard Jacobs of Leeds, set off at 8.30 a.m., and arrived at the Queen's Hotel, Windermere, in good time for lunch.

After lunch the party spent the afternoon in motor launches on Windermere, which has a stretch of eleven miles of water.

High tea was served at the Queen's Hotel in the early evening.

Mr. Arnold Moore (Furniture Productions, Ltd., Bradford), vice-chairman of the branch, Mr. David Davies, hon. secretary, Mr. L. Burras, hon. treasurer, took parties, and also present was Mr. G. Brooke Skilbeck, general secretary, Northern Furniture Manufacturers Association, and Mrs. Skilbeck.

M. A. Rapport's Fiftieth Anniversary

M. A. RAPPORT & CO., LTD., Cardiff, this year celebrates its fiftieth anniversary.

Founded in 1900 by Mr. R. A. Rapport, who still takes a very active interest in the business, the firm has grown steadily and maintains close contact with its customers through its large team of representatives, showrooms, show vans, and so on. The directors have found their policy of personal contact is greatly appreciated by the trade.

The company's warehouses carry extensive stocks, and there is always a welcome for furniture buyers wishing to inspect the many displays.

Furnishing Directors Made Institute Fellows

THE following directors of firms in the furnishing industry have recently been elected Fellows of the Institute of Directors: Sir Arthur Young, Bart. (James Templeton & Co., Ltd.); E. L. G. Hyde, A.C.I.S. (Crown Bedding Co. [Northern], Ltd.); H. J. Jowett (Slumberland, Ltd.); A. E. Johnson (J. B. Manufacturing Co. [Cabinet], Ltd.); John McCrae, D.I.P.L. (McCrae & Drew, Ltd); A. Proctor (Oetzmann & Co., Ltd.); H. Stanley Wharton (Maple & Co., Ltd.); T. J. Rogers (Evertaut, Ltd.).

R. W. Tucker Blames Houses, Taxation, Cost of Living

THE decline in purchasing power due to the rise in the cost of living, crippling taxation and the lack of houses is the main reason for the present trade recession, said Mr. R. W. Tucker, president of the High Wycombe Furniture Manufacturers' Society at the annual general meeting recently.

"I THINK, however, there is another reason," Mr. Tucker said. "In spite of contraction of spending power there is a big latent furniture buying public, that is, those who would replace their existing furnishing schemes to-day, if a better type of furnishing could be offered them, without attracting purchase tax.

"I remember between the wars a number of the great furnishing retail houses, telling me that 60 per cent of their trade in furniture was sold to those who were replacing for the first time since marriage.

"That public and that demand are still there. I am one of that public. I still have the bedroom and dining-room suites I bought when I was married. I want something better. The Utility range however good, does not provide it. That something better, carries purchase tax, and I won't pay it.

"Let the Board of Trade secure through the Treasury, an uplift in Utility ceiling prices. This would not mean increased prices for the articles made to-day. Competition would take good care of that, but the better types of furniture such as the Bergere suites, nests of tables, writing tables and so on, and hosts of other articles could then be made for those who want them, and can pay for them. More important still, it would revive work embodying higher craftsmanship.

"Also, let the Board of Trade increase the existing range of Utility furniture and that alone should increase the flow of orders to the factories.

Mr. Tucker mentioned members of the Society who were serving on various committees and thanked them on behalf of the members.

Mr. Tucker was re-elected president and Mr. G. S. Keen was re-elected vice-president.

Mr. A. E. Mellor and Mr. J. B. Nicholsen were unanimously elected to the offices of hon. treasurer and auditor.

Allan Janes Answers John Haire

Wycombe Man's 5 Reasons for "Buying Recession"

MR. ALLAN JANES, secretary of the High Wycombe Furniture Manufacturers' Society, has again answered Mr. John Haire, M.P., who last week declared that in his attack on the furniture industry he had been "cruel only to be kind."

HERE are extracts from Mr. Janes's second reply:—

"At a time of retail trade recession in the British Furniture Industry, I suggest it is the public duty of Wycombe's M.P. to set an example in unity, leadership and well-balanced judgment founded on true facts in seeking the true causes of the recession and the right methods of dealing with the situation.

"In falsely suggesting that management operatives have caused the recession by failure of attention to up-to-date salesmanship, exporting, price reviews and design Mr. Haire is destroying this unity, and causing ill-feeling which is a quite indefensible thing to do.

"The true picture of the furniture trade recession in the United Kingdom with which I am in constant touch on local and national levels, is that since about the end of March, 1950, a severe retail buying recession has set in, causing widespread unemployment and short-time working in every substantial furniture manufacturing centre in the United Kingdom.

"This end of the good trading times and the sellers' market was a situation management operatives have been anticipating and preparing for since shortly after the end of the war.

"A Perpetual Battle"

"To be so ready managements have waged a perpetual battle against Government controls, first to get a fair share of timber, then to get freedom of design from the drab regimentation of Utility which was destroying craftsmanship and design, and finally to break through the Government bulk buying of shoddy and high-priced timber.

"Even now the battle is not ended and we are still a partly controlled industry restricted in ranges of craftsmanship, quality and design by a statutory standard specification and limited price ranges.

"In a further endeavour to secure a yet wider market our battle against controls is continuing to secure a wider basis of operation between new prices ranges, and so attract the custom of a large section of the public, who will not buy within the present ranges and will not pay 33⅓ per cent purchase tax to buy outside them.

"From these facts which can be proved to the hilt the public will be able to judge the falsity of Mr. Haire's attack on the management side of the industry.

A comprehensive examination of the causes of the retail buying recession at local and national levels has shown:—

The Five Causes

(a) That the retail trade is, at the present time, trading to a large extent on existing stocks of household furniture, having regard to the holiday season and the uncertainty of many national and international factors;

(b) That the public are also holding off buying household furniture to a degree at the present time, having regard to similar factors;

(c) That the cost of household soft furnishings, such as carpets, linoleum and curtains, is so high that it has an adverse effect on the family purchasing power for household furniture.;

(d) That the public are suffering from lack of means owing to the rising cost of living and the heavy rate of direct and indirect taxation. Finally the value of the pound is now only 6s. 9½d.

(e) That the shortage of houses is holding up retail sales and deliveries.

"For Mr. Haire to suggest that furniture is not to-day being sold by manufacturers in the main below the ceiling prices is proof positive that he has little or no knowledge of the industry, as the facts show that the vast bulk of furniture to-day is being sold by manufacturers below the ceiling prices.

"A further proof of his lack of factual knowledge is his suggestion that firms producing good quality contemporary or traditional furniture of attractive line and eye appeal are not on short time.

"The truth is that the bulk of firms producing such furniture, and many of them household words, with first-class organisations and large resources behind them are on short time."

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MARKET HARBORO' LEICS.
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The Gazette

THE BANKRUPTCY ACTS 1914 and 1926

INTENDED DIVIDENDS

Gerthe **Maks**, deceased, lately 126, Holderness Road, Kingston-upon-Hull, furniture dealer. No. 43 of 1939. Claims August 8 to Hugh Sudell Bloomer, 9, Flottergate, Great Grimsby, Official Receiver.

Gurney's (Office Furniture), Ltd., 17, Holywell Row, Worship Street, London, E.C.2, manufacturers of office furniture. No. 00695 of 1949. Claims August 4 to Charles Leslie Walker, 2-3, Duke Street, St. James's, London, S.W.1.

THE COMPANIES ACTS WINDING-UP ORDER

Standard Cabinet Co., Ltd., 112, City Road, London, E.C.1. Winding-up Order July 17.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

Holway, D. (male), 43, Maple Road, Bristol, 7, practical upholsterer. £50 3s. 11d. June 1.

Davis, R. B. (male), 1, Weir Hall Corner, Silver Street, Edmonton, N.18, furnisher. £26 2s. 5d. June 23.

Brenons Limited, Regd. office, Sun Life Buildings, Park Row, Leeds, 1, cabinet makers. £18 9s. 8d. June 21.

Compton, C. (male), 11, Gloucester Road, Brighton, furniture dealers. £34 11s. 6d. June 22.

Manikum, G. E. (male), Downs View, Wellow, near Yarmouth, Isle of Wight, furniture manufacturer. £134 4s. June 9.

Morgan, A. W. (male), Albion House, Pontardawe, house furnisher. £31 17s. 5d. June 12.

A New Flower Support

A SIMPLE but efficient method of arranging flowers is now being produced by W. W. Haffenden, Ltd., of Sandwich, Kent.

It consists of a solid rubber base, 3½ in. diameter. The rubber has been made especially heavy, so that the stand will not topple over.

The support is finished in a delicate pastel green, and has 31 nickel plated pins. The flowers are pushed on to the pins, and once in position will stay exactly as required.

A 'VOLATOX' D.D.T. DIFFUSER
Placed on a Lamp here
KILLS MOTHS
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(for fixing all LINO and CORK)
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Carpet Trades Profit Down By £110,000

A GROUP profit for the year, before provision of taxation, of £354,251, against £466,211 for the previous year, was announced by the chairman of **Carpet Trades, Ltd.**, the Hon. Maurice F. P. Lubbock, at their annual general meeting in London last week.

The chairman said that while the profit showed a decline of approximately 24 per cent, he thought they might still consider the result satisfactory.

The depreciation charged in the accounts amounted to £60,101, and their staff pension scheme and employees' superannuation endowment trust fund contributions amounted to £25,155.

The capital reserve was now £153,396, as compared with £151,348 last year, a profit of £2,048 realised on the sale of further plant at Slingfield Mills having been credited to this account. The general reserve had been increased to £250,000 by the transfer of £150,000 from obsolescence reserve and an appropriation of £60,000 from the profits of 1949.

The obsolescence reserve was thus entirely eliminated.

The plans for the reconstruction and re-equipment of their factories had gone a considerable stage further during the past year. Since the end of the war they had spent more than £700,000 on these projects, and they were fully satisfied that it had been wise expenditure and had placed them in a much stronger position to face the severe competition which would reassert itself in due course.

Because of the "very substantial and alarming" increase in the cost of raw materials, it had been thought prudent to allocate a further sum of £40,000 from profits to the reserve for price fluctuations in stock-in-trade, thus increasing this reserve to £200,000.

As far as the future outlook was concerned, they had built up a large volume of business in many export markets, and while this policy had made it difficult for their friends in the wholesale and retail trade at home, it had considerably broadened the base of the company's business, and he thought the policy had been sound and desirable from every viewpoint.

Greaves & Thomas Make £120,000

GROUP trading profit to March 31 for **Greaves & Thomas** is £120,732 (£108,486).

To directors' salaries £10,500 (same), directors' commission on profits £7,241 (£6,352), depreciation £10,652 (£6,708), written off leaseholds £140 (same), audit £521 (same), capital increase expenses £795 (nil), leaving £90,883 (£84,265), add dividend from associated company £2,500 (same), income from Government securities £50 (same), profit on sale of plant and machinery £3,916 (nil), other income nil (£25), making group profit before tax £97,349 (£86,840).

To tax £46,111 (£44,294), provision against possible unascertained losses of South African subsidiary £476 (£2,000), leaving group net profit £50,762 (£40,546), less adjustment in respect of ascertained trading results of subsidiaries £784 (add £443), making net profit of Greaves & Thomas £49,978 (£40,989).

Brought in £23,006 (£31,812), making balance available £72,984 (£72,801).

To Preference dividend £550 (same), Ordinary interim 10 per cent £4,748 (same), final 15 per cent on increased capital £10,684 (20 per cent £9,497), general reserve £43,167 (£35,000), forward £13,835.

McIlroy's Profit Is £61,000

A GROUP profit has been announced by **William McIlroy** for the year to January 31 of £61,373 (£36,446), after crediting £25,812, provision for deferred repairs and including rents receivable and £552 profit on sale of fixed assets. Add interest on tax certificates £323 (£522), making £61,696 (£36,968).

To directors' emoluments £6,653 (£7,106), staff pensions, etc., £6,903 (£4,288), depreciation of fixed assets £13,967 (£7,918), audit £1,188 (£1,142), leaving £32,985 (£16,514). To income-tax and profits tax £14,231 (£981), Preference dividends £3,850 (same), Ordinary dividend 10 per cent £6,600 (20 per cent, £13,200), forward £31,673 (£23,369).

The chairman, Mr. B. M. Lindsay Fynn, says, in comparing trading profit of £32,985 for the year with figure of £16,514 for the previous year, that it must be remembered that the latter figure had been reduced by a special non-recurring stock deficit of £55,000, and a truer comparison is, therefore, £32,985 against £71,514.

Riding's Stores Profit Up

A GROUP net profit to March 31, 1950, before tax, of £99,449 (£72,860), has been announced by **Riding's Stores.** Taxation absorbs £54,203 (£39,748), leaving net profit £45,246 (£33,112). Written-off shares in sub-subsidiary £3,000 and increase in reserve for unmatured profit at April 1, 1949, less tax reliefs £3,600. Ordinary dividend 30 per cent (same).

(More City News—next page)

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Barry & Staines Linoleum : Turnover and Profit Up

THE figures and report show that both turnover and net profits have expanded, said the chairman of **Barry & Staines Linoleum, Ltd.**, Sir John N. Barran, Bt., at their ordinary general meeting in London last week.

The chairman said that their Canadian investment, still prospering, had given them the best dividend ever declared so far, and their French company, despite many difficulties, had had another satisfactory trading year. They had been able to add a greatly increased sum to their contingency reserve; they had depreciated more heavily than last year.

The year, however, had not been without its restrictions and difficulties. Linseed oil, which had fluctuated in cost from £185 a ton to £132, had only now reached anything like an adequate supply. Canvas had gone up in price and down in amount.

The results they had achieved had been due substantially to turnover, and this had enabled them to reduce prices last August by 5 per cent.

They were pressing forward, as vigorously as controls, permits, licences, allocations and all that bred delays would allow them, with every fruitful plan of renewal, extensions and invention at their command.

Scientific and chemical analysis, research and trials were hard at work. Their warehouses were derequisitioned and now reopened; their travelling staffs were active again, important missions and trade tours continued to be made by their directors and leading representatives.

The importance of these matters to them was shown in the consolidated balance-sheet, where investments were nearly £350,000 down and cash and tax certificates £450,000 up.

The chairman warned shareholders that, hampered as they were by purchase tax and controls, they could not count on the results of 1949 being repeated in 1950.

Wm. Evans Profit Up By £14,000

CONSOLIDATED trading profit and sundry revenue for **William Evans & Co.** for the year to April 30 is £113,616 compared with £99,569 for the previous year.

To this figure should be added surplus on sales of fixed assets £4,506 (£1,938), making £118,122 (£101,507).

Deduct pensions £3,544 (£3,103), directors' fees £750 (same), depreciation £24,235 (£24,393), profits tax £13,428 (£11,365), income-tax £38,411 (£32,433), leaving consolidated net profit £37,754 (£29,463), of which £33,874 (£27,730) dealt with in accounts of parent company and £3,880 (£1,733) retained by subsidiaries.

Brought in £32,420 (£31,657), available consolidated balance £71,174 (£61,120). To general reserve £10,000 (same), reserve in subsidiary company £500 (nil), off goodwill parent company £10,502 (nil), subsidiary company £2,764 (nil), contingencies nil (£4,500). Preference dividend £4,950 net (same). Ordinary dividend, already recommended, 10 per cent £8,250 (same), forward £34,208.

John Wright (Veneers) £155,000

PROFIT for 15 months to March 31 for **John Wright & Sons (Veneers)** is £155,581 (£124,328 year to December 31, 1948).

To interest on bank overdraft £159 (£296), depreciation £31,373 (£16,794), audit fee £315 (£210), directors' fees and other remuneration £30,761 (£23,844), director's pension £1,500 (£1,200), taxation £53,000 (£52,000), leaving £38,473 (£29,984), plus £22,346 (nil) taxation overprovision.

To doubtful debts reserve £2,000 (£1,000), future tax reserve nil (£12,000), off goodwill £5,000 (nil), general reserve £10,000 (£5,000), contingencies reserve £25,000 (nil), Preference dividend £3,025 (same), final Ordinary dividend 6 per cent (7½), making 16 per cent for 15 months (10 per cent plus bonus 2½ per cent for year) £13,200 (£10,313), forward £16,343 (£13,749).

Current assets £381,472 (£296,130). Current liabilities and provisions £179,206 (£125,017). Revenue reserves £152,843 (£116,749).

William Mallinson Make £177,000

A CONSOLIDATED trading profit for 1949 of £177,552 (£163,230), less depreciation £14,987 (£13,330), leaving £162,566 (£149,900) has been declared by **William Mallinson & Sons.**

Consolidated current assets £853,389 (£584,568). Current liabilities £754,314 (£386,750), including bank overdraft £356,788 (£35,206). Revenue reserves £286,531 (£265,078).

£296,000 for Homfray's

A DIVIDEND of 10 per cent, tax free, in respect of this year to May 31, compared with 15 per cent for 1948-49, is announced by **Homfray and Co.**

After taxation of £325,866 (£238,403), the group profit for the year is £296,496, against £203,104, the whole amount being attributable to the holding company.

This firm, in August, placed 225,000 of the 449,992 4½ per cent redeemable cumulative first preference £1 shares at 20s. 6d.

Higher Profit for Old Bleach

CONSOLIDATED profits to May 31, 1950, for **Old Bleach Linen** is £67,125 (£54,979). This is arrived at after charging expenses and directors' remuneration £129,878 (£112,869), deduction of directors' fees £1,000 (same), depreciation £26,753 (£21,690), tax £35,000 (£35,200).

Add brought in £83,896 (£61,584), making £151,021 (£116,563).

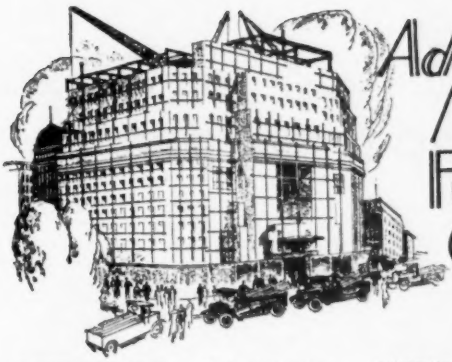
GAZETTE IS ON PAGE 54

INCREASES OF CAPITAL

New Day Furnishing Stores, Ltd., 134/6, Stockport Road, Manchester, 19.—Increased by £250,000, in 2,500,000 2s. Ordinary shares, beyond the registered capital of £750,000.

Aaronson Bros., Ltd., veneer merchants, etc., 146, Bishopsgate, E.C.2.—Increased by £42,000, in £1 Ordinary shares, beyond the registered capital of £4,000.

Purley's Furnishing Co., Ltd., 146, High Road, Wood Green, N.22.—Increased by £4,000, in £1 Ordinary shares, beyond the registered capital of £2,000.



Advance News of Furnishing Contracts

LONDON, W.C.1. Reinstatement works at Shaftesbury Hotel, Monmouth Street, W.C.1. Bridge Walker, Ltd., 91, Effra Road, London, S.W.2. £24,000.

LEICESTER. Webb & Gray, 200, High Street, Dudley, are the architects for £30,000 additions at the Rutland Memorial Cottage Hospital.

LONDON, BATTERSEA. Mr. G. F. Little, 83, Blessington Road, Lee, London, S.E., is to prepare plans for the erection of an institute and club for the Royal Naval Old Comrades' Association.

LONDON, E.C. W. Crabtree & Johnson, 8, Robert Adam Street, London, W.1, are the architects for the £120,000 restoration of Hamilton House, London, E.C.2, for British Railways.

WAKEFIELD. T.C. has approved plans by the City Engineer for the adaptation of "Cleevethorpe," Barnsley Road, at £3,050, and "Castle Lodge," Castle Road, at £4,368, as aged persons' homes; and proposes that work be carried out by direct labour.

WEST HARTLEPOOL. The T.C. is being recommended to spend £20,000 to £25,000 on the erection of a restaurant at the North Shelter, Seaton Carew, to commemorate the Festival of Britain.

WIGAN. Plans approved by Justices for improvements, etc., at Fox Inn, Roby Mill, for Magee, Marshall and Co., Ltd., and for structural alterations proposed at Greenhall, Whitley and Co., Ltd., at George and Dragon Hotel, Billinge.

WIMBLEDON. B.C. has granted consent to the Atkinson Morley Hospital to adapt 41-43, Copse Hill, to form additional accommodation for its domestic staff, and to provide dining rooms, kitchen and other details.

WOKINGHAM. Mr. J. F. Watkins, 7-8, Queen Square, High Wycombe, is the architect for extensions proposed at the Hospital.

WORCESTERSHIRE. Education Committee is being urged to carry out provision of a horticultural institute proposed at Avon Bank, Pershore, at a cost of £200,000. M.E. approval has been received and a 60 per cent Ministry of Agriculture grant towards the cost is expected.

NURSES' HOME

LONDON, DEPTFORD. The South East Metropolitan Regional Hospital Board, 11a, Portland Place, London, W.1, proposes to erect a nurses' home at New Cross General Hospital, at a cost of £26,000, and is to proceed with the work.

YORKSHIRE. Mr. G. Alan Burnett, 76, Albion Street, Leeds, 1, is the architect for permanent buildings proposed at Leeds Poor Children's Holiday Camp, Silverdale, Morecambe Bay, to cost £40,000. Plans provide for accommodation for 50 children and staff, with dining hall, play rooms, etc., and an appeal has been launched to raise half the cost.

LONDON, LEWISHAM. B.C. recommended to proceed with plans for the erection of a new register office on the Colfe's Almshouses site, at a cost of £8,950.

LONDON, REGENTS PARK. Hall of residence at Park Road, London, N.W.1, for the Bedford College for Women, to plans by Maxwell Ayrton and Partners, 9, Church Row, London, N.W.3.

LONDON, W.1. North-West Metropolitan Hospital Board, 11a, Portland Place, W.1, propose extensions to Institute of Bio-Chemistry (Middlesex Hospital), Mortimer Street, W.1.

LONDON, W.C.2. The architects for rebuilding library block at King's College are Adams, Holden & Pearson, University of London.

MANCHESTER. T.C. has received intimation that the M.H. is prepared to approve scheme for the erection of a hostel for aged persons at Moston, at an estimated cost of £30,500, plus £5,990 for furnishing and equipment. Accommodation will be provided for 33 persons.

READING. Messrs. Easton & Robertson, 54, Bedford Square, London, W.C.1, are the architects for alterations and additions at the University.

SALFORD. The T.C. proposes day nurseries at Hadfield Terrace, Pendleton, and Bradshaw Street, Broughton, and will apply for consent to borrow the cost, at £21,200.

SEAHAM. Newcastle Breweries, Ltd., Haymarket, Newcastle, propose to erect licensed premises on a site in East Dene Road.

SIDCUP. Mr. E. B. Musman, 12, Upper Berkeley Street, London, W.1, is the architect for a girl's school, to cost £200,000.

STOCKTON-ON-TEES. Additions to the administrative block at Stockton Children's Hospital for Newcastle Regional Hospital Board, "Dunira," Osborne Road, Newcastle-on-Tyne. P. H. Knighton, Board's staff architect.

"Working window" sells high grade carpets

WEAVERS IN ACTION BRING THE CROWDS

THE way in which a good "working" window display tied-up with well-timed advertising can boost the sale of high-grade carpets was shown by the Eastbourne branch of Bobbys recently.

Sales, during the special week, amounted to many hundreds of pounds and the goodwill spread among customers both in Eastbourne and in the country is impossible to estimate. Here is the story of what happened:—

With a good stock of high-grade carpets, the buyer, Mr. G. M. Partridge, did a spot of thinking. Several account customers of long standing had asked his advice on replacements, renovations and, particularly, valuation. Many of these were the owners of top-grade Oriental carpets each worth hundreds of pounds.

Mr. Partridge got in touch with Mr. Leonard E. Calaora, the well-known Oriental carpet expert of 214, King Street, London, W.6, who specialises in giving advice to the trade, and asked him if he would co-operate in arranging a window display for a week and at the same time be available to give advice to customers in and out of town.

It was arranged that Mr. Calaora should bring a Turkish hand-loom down to Eastbourne and himself operate it in the main display window for a week. With him came a skilled weaver trained in repairing Oriental carpets. She brought with her a repair job involving the complete re-making of at least a third of a Turkish carpet. For this a temporary loom was used.

On the Monday morning the showroom window fronting on a main shopping thoroughfare was set up. In the right-hand corner, close to the glass, a simple "sun shelter" of painted hardboard with two poles supporting a strip of blue Venetian blind as a roof was erected, and under this his assistant "set-up shop."

In the other corner the big hand-loom was placed, again as close to the glass as possible, and here cross-legged on the floor, Mr. Calaora got "weaving." The rest of the window was taken up with a comprehensive selection of good class carpets.

By 11 a.m. there was such a crowd round the window that the whole of Eastbourne's well-known Terminus Road knew something was happening. Showcards told the shop-gazers what it was. Mr. Calaora was weaving a carpet, 20 knots to the square inch, and they could all see how it was done.

"I deliberately chose a coarse-weave so that the public could follow what I was doing, and I also chose a simple, bright pattern for the same purpose," said Mr. Calaora.

The showcards told the public that this loom was the basis of all Turkish hand-made carpets. During the whole of the week there was never a period during opening hours when there were less than ten people gathered round the window.

ABOVE: Interested crowds gather round Bobby's window. BELOW: This is what they were looking at, the weaver in action.

Now for the other side of the picture. The event had been well advertised, not only in the local papers but in the county newspapers. Notices had been displayed in the showrooms weeks beforehand.

In addition, those customers who had asked for advice were notified and many arranged for Mr. Partridge and Mr. Calaora to visit their homes.

These customers were given frank advice. "Don't spend a penny on it—it's too far gone and the carpet's not worth it," one customer was told. Another was advised: "Yes, we can remake that corner with new weft and warp. It would cost £16 10s., and the carpet will still be in use—with reasonable wear—long after we are pushing up the daisies!"

At "Wingrove," in the village of Alfriston, Mr. and Mrs. Wilson had asked for valuation and repair advice on certain carpets—and got it with on-the-spot estimates.

On the Wednesday morning (early closing day) Mr. Partridge and Mr. Calaora were kept busy in the showroom, and by midday sales ranging from £100 to £200 had been made.

And so it went on all through the week. "A definite boost," said Mr. Partridge, who, before joining Bobbys was with Barkers, of Kensington, and later with Harvey Nicholls.

HOW AGRICULTURAL SHOWS CAN—

Capture the Countryman's Order

Four Firms Which Evolved Special Technique to Interest Out-of-Town Wives

HOW can retail furnishers capture the custom of the agricultural communities? This is a question which has been answered successfully by quite a few furnishers recently. They have solved the problem by taking stands at Agricultural and Cattle Shows.

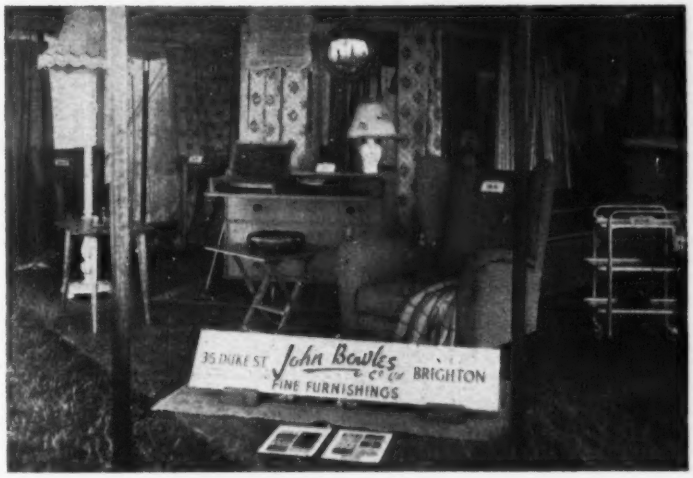
Working on the assumption that farmers and their wives seldom get a chance to visit towns, these furnishers have decided that the only way to draw their trade is to exhibit goods at these shows which attract the country folk in their thousands.

Four firms who have proved the success of these campaigns are Phins, Ltd., of Dundee; Robert Dunn & Co., Ltd., of Belfast; Mitchell, Cox & Williams, Ltd., of Malvern and John Bowles & Co., Ltd., of Brighton.

Last year Phins, Ltd. exhibited at the Royal Highland and Agricultural Society show and they cleared their entire stand. They also did considerable follow-up business. Such a success was the show that they decided to exhibit again this year—and once more business was excellent. At this year's show, at Paisley, they had a wide range of lounge furniture, garden furniture, easy chairs and other upholstered lines. The furniture chosen was all in good taste and designed to fit into the background of country life. Phins found that they were able to do a good trade with the more expensive furnishings, for money is relatively easier in these areas.

Exhibiting at the Royal Ulster Agricultural show, Dunn & Co., Ltd., found that business was very good. They introduced upholstery for the first time and also showed the latest American type of pre-built border mattress. They are the only firm in N. Ireland at present making this type of mattress and the demand was described as "colossal."

Mitchell, Cox & Williams were very satisfied with the amount of business they did at the Three Counties Agricultural Show held at Leominster, Herefordshire. Their display was staged in two marquees, which were approached through a Cotswold stone garden entrance, the garden area being used to show wrought iron gates, lanterns, railings and so on. The larger marquee, measuring 80 ft. by 40 ft. was devoted entirely to furnishing fabrics, carpets and model rooms.



Individual displays were incorporated featuring Sleepeezee bedding, Dunlopillo upholstery and Parker Knoll chairs, whilst a large section at the rear of the marquee was devoted to contemporary and reproduction Utility furniture.

A special feature of the main marquee was the furnishing fabric exhibit—brocades, damasks and Lee tapestries were given a prominent display, together with a quilted chintz kidney shape dressing table set produced in the firm's own workshops.

Big and Easy Market

Showing a selection of modern furniture, bedding and furnishing fabrics John Bowles did excellent business at the Royal Counties Agricultural Show at Bognor Regis. They had orders from as far north as Yorkshire and west as Monmouthshire and from many other parts of England. They found that the show was excellent publicity and made their name known all over Sussex, Surrey and Hampshire.

These reports prove fairly conclusively that there is a big market for furnishings at these shows. All the local farmers gather there to buy implements and stock and their wives go to inspect the prize vegetables, jams and horticultural exhibits. For the wives it is mainly a social occasion to wander round and chat to their friends.

Surely this is an ideal opportunity for the furnisher, for these prospective customers are usually in an expansive frame of mind and it should be a reasonably easy feat to persuade them to buy something new for the home.

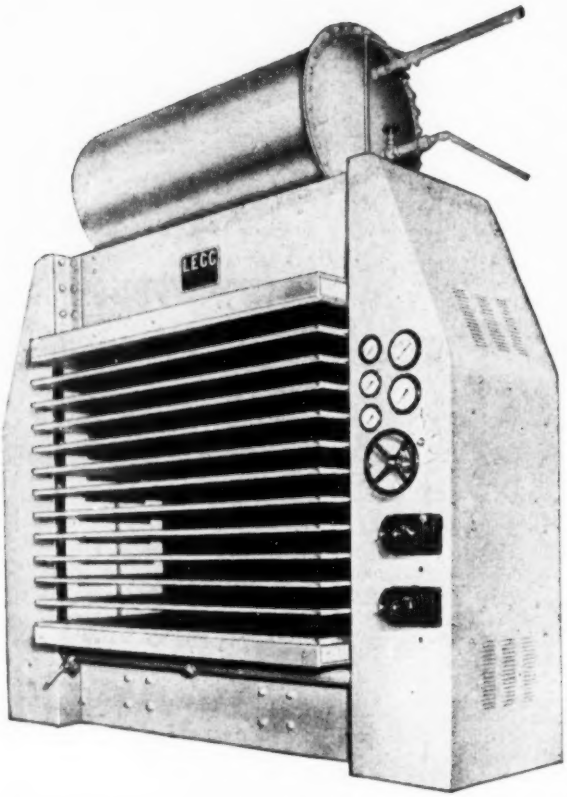
Your choice of exhibits should be made carefully. Concentrate on furniture that will endure any amount of wear and tear. Reproduction Elizabethan pieces would probably sell well and strongly covered upholstery, not the satin or brocade covered chairs, but leather and moquette suites which will stand up to hard usage by people in riding breeches and country garb.

For curtains concentrate on the gay floral prints in linen and cotton, chintz and cretonne. Heavier materials such as tapestry would probably also have a ready sale. Plastic materials for the kitchen are always useful.

Another good selling line is, of course, the labour-saving appliance. The farmer's wife is always busy and any device which will save her time will be in great demand.

THE SUPREME PRESS

FOR VENEERS AND PLYWOOD



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The Furniture Bedding & Upholstery Manufacturer
VOL. 26, No. 333 August 4th, 1950
A PRACTICAL JOURNAL FOR THE FURNITURE AND WOODWORKING INDUSTRIES

9 Years of Scientific Research has

Answered Many Furniture Production Problems

THE results of nine years' research in timber and woodworking technique are contained in the annual reports of the Forest Products Research Board for 1939-1947. Publication of these reports stopped at the outbreak of war, and this volume, which has been published by H.M. Stationery Office at 3s. 6d., combines all the progress reports since 1939.

THE reports give some idea of the extensive research experiments which are carried out at the Princes Risborough Laboratory, ranging from wood structure, physics, seasoning and wood bending to mycology, chemistry and entomology.

The laboratory's reference collection of timbers has been enlarged by the addition of nearly 800 specimens, including 282 species previously unrepresented. A notable acquisition, says the report, is a collection of more than 400 specimens of British Guiana timbers from the Colony's Forest Department.

Requests for identification or general information to guide importers or users have been concerned with more than two hundred different timbers. Many of these are practically unknown outside the country of origin, and continuous investigation has been required to provide the technical information that is necessary if they are to be used to the best advantage.

The large number of these "new" timbers in circulation has stimulated interest in practical methods of identification. In order to meet the demand, a revision of the Laboratory's lens key to hardwoods based on the perforated card system, has been put in hand.

New Seasoning Methods

In a chapter on "Seasoning (Novel Methods)," the report continues:—

"Laboratory tests to determine the possibilities of drying wood by means of temperature gradients from face to face of one inch thick panels have been undertaken, and the data obtained have been incorporated in a published report. This work links up with other work on the seasoning of wood in a high-frequency field which has been in progress for months.

"Numerous tests have been made to investigate the possibilities of extracting the moisture in wood by causing it to boil in the high-frequency field, and results have indicated that in green oak, for example, steam pressures, sufficient to rupture the fibres and induce serious surface and internal splitting, are generated rapidly.

"Beech reacts rather more favourably, though, at times, degrade may be serious, and seldom are test results consistent. Difficulty is also experienced in drying to any definite and uniform moisture content without stressing the timber unduly.

"The small kiln attached to the radio frequency set has been completed, and the method of drying by establishing a temperature gradient from centre to surface has received attention. Green beech has been dried satisfactorily by this method, though a much longer drying period is required than for boiling, and a normal conditioning treatment is required to complete the drying process. Work on these lines continues.

"Specimens of beech, omu and

(*continued page* 65)

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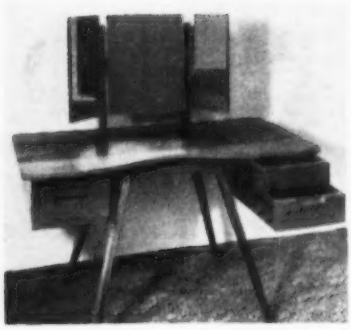


This furniture order for E. Africa brought 6 problems—and produced...

A New Wedge Assembly, Removable Upholstery

AN original and stimulating approach to furniture design has been made by a firm of chartered architects, Arcon's, who, in collaboration with Taylor Woodrow Construction, Ltd., have produced a range of furniture for the Overseas Food Corporation.

THE Overseas Food Corporation, as part of their development scheme for the Southern Province of Tanganyika, have sponsored the erection of a sawmill and joinery works to produce prefabricated buildings and furniture.

In the prefabricated houses, the storage furniture is built-in as part of the structure. There are wardrobes in the bedrooms, cupboards and shelves in the living-room, and store cupboards in the utility room. The movable furniture is, therefore, limited to beds, tables and chairs of various types.

The design determinants were:—

1. The locally available hardwood, chiefly Muninga.

2. The use of machinery intended primarily for joinery manufacture.

3. The use of native labour both for manufacture and assembly.

4. The avoidance of glues in the assembly operation; this on account of doubts as to the behaviour of glues in the Tanganyika climate, and doubts as to the reliability of native labour called upon to perform so critical an operation.

5. An upholstery technique—in line with the climatic conditions—which avoided stuffiness and facilitated washability.

6. A maximum interchangeability of parts to simplify not only manufacture but recognition during assembly.

Chairs are "Wedge Assembled"

The essential features of the chairs are the wedge method of assembly, and the canting of the front and rear rails in order to provide stiffness in two directions. In the assembled chair, the wedge joint

looks comparatively simple; the subtleties are not visible.

The detail of the joint can be seen only when the chair is dismantled to show the tongue in the leg element, and the corresponding groove in the side rail element.

This groove and tongue are designed to take up a torsional strain which, if transferred by the projecting toes of the front and rear rail, would cause the legs to split.

This wedge assembly is used for both upright chairs, armchairs and settees, but, as opposed to the upright chair, the side rails in the armchair and the settee are arched up to receive arm rests, a horizontally driven wedge being used to secure the arm rest to the side rail.

The upholstery consists of a pre-tensioned webbing harness on to which a linen-covered, foamed rubber cushion is fixed by means of press studs. The harness transmits all loads to the timber framework, which is appropriately slotted to receive the webbing, the harness being tensioned during the assembly operation.

There is no particular novelty about the foamed rubber cushion interiors, but in both armchair and settee, seat cushion and back cushion are interchangeable.

The linen cushion covers are designed envelope fashion to facilitate removal for laundry—a frequent requirement in hot countries.

Tables Have Two Assemblies

The tables are built of two separate assemblies, a leg and rail assembly, and a table-top assembly with or without drawers. The leg and rail assembly is similar in principle to that of the chair frame, but the table-top assembly employs a technique similar to that used in the construction of drawing boards—planks tongued one into another and held together with cross battens.

The connection between the leg framework and the table-top is effected by timber turnbuckles with a locking wedge action.

(continued over page)

Describing an Interesting New Assembly Technique

(from previous page)

There are a number of types of table—a dining table, two sizes of occasional tables, a two-tier table for bedroom use, a typist's table and a dressing table—the two latter being very similar except that the dressing table top is shaped and provided with supports for a triple mirror.

In all table tops, there are "V" joints between the individual planks, because it is accepted that the climatic conditions of Southern Tanganyika are such that there can be no guarantee of dimensional stability.

An interesting detail of the typist's and dressing tables is the method of hanging the drawers. The two-drawer nests hang directly from the cross battens of the table-top assembly, and the lower drawer in the nest is hung from the upper drawer. Thus, to get at the top drawer, both drawers must be pulled out; the lower drawer, however, opens independently.

Time alone will show whether this drawer assembly will work out satisfactorily in practice. It does, however, represent a considerable economy in manufacture.

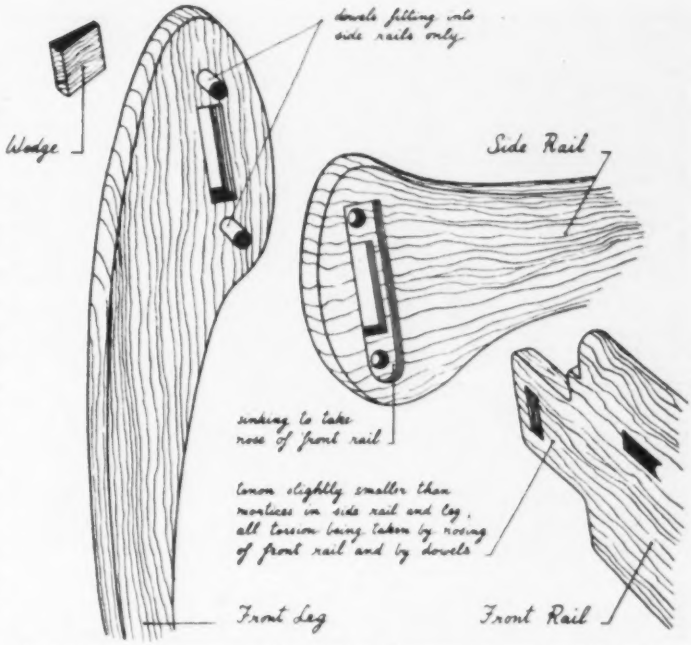
Wedges: Pro's and Con's

While the table-top and drawers are screw assembled, all the framework members are wedge assembled. This wedge technique was adopted because it has affinities with East African tradition and is relatively foolproof.

At the same time, this rather unsophisticated joint has its demerits, the chief of which is that the tongues through which the wedges are driven have to be of a size sufficient to house the wedge without risk of splitting. Thus, the members which receive the tongue must—at the point of junction—be of a larger size than would be necessary were the joint, for example, glued.

For British production — and possibly later for African production—a different joint has been devised, based on the use of dowels and a concealed locking screw.

This new technique cuts production costs and reduces the timber content of each item of furniture, but in achieving this economy, the furniture loses a little of its appealing robustness.



This diagram shows the wedge method of assembly used in the furniture.

Furniture Designs for Festival: "Hurry" Call To Manufacturers

EVERY furniture manufacturer who wishes to be represented in the Festival of Britain, 1951, is urgently invited by the Council of Industrial Design to submit details of their productions which they consider suitable.

The selection of exhibits has already started, and the Council is anxious that none of the outstanding products of British industry should be overlooked; it cannot however guarantee that any submissions received after August 1, 1950, will be considered for exhibition.

In exceptional cases, the closing date will be later than August 1. It may be possible, when an exhibit has been chosen, for the manufacturer concerned to substitute a more up-to-date model if the Council is kept informed of latest developments.

The entire Stock List will be put on show in the South Bank Exhibition, and selected photographs will be displayed by projection through film throughout the period of the exhibition from May to September, 1951, and the whole of the record will be available for consultation by the general public and specialist enquirers.

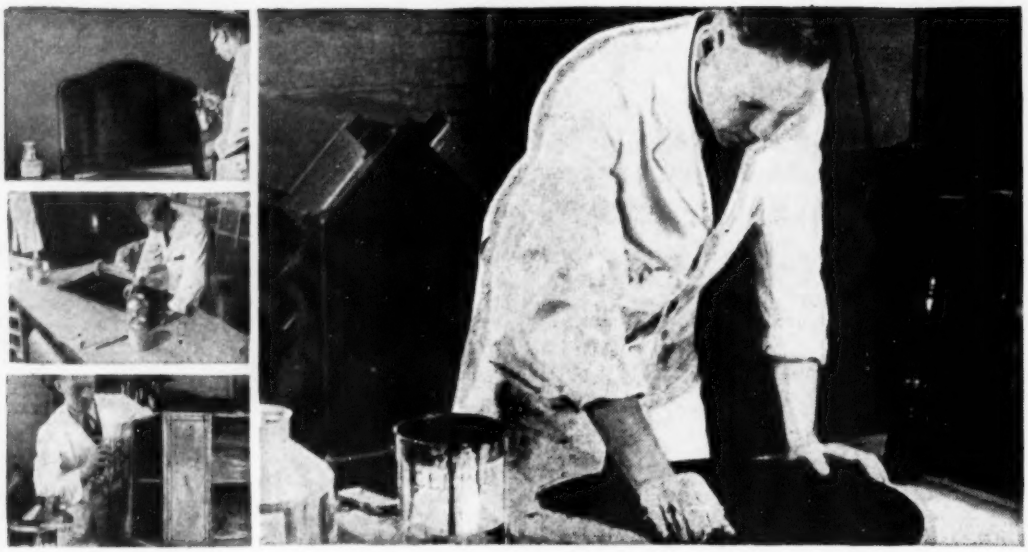
This means that every British manufacturer whose products reach a sufficiently high standard can claim representation in the Festival Exhibitions, even though his goods may not be displayed as actual exhibits.

Photographs—the standard requirement is for un-retouched, whole plate, glossy photographs measuring 8 in. by 6 in.—and material should be addressed to: The Chief Industrial Officer, Council of Industrial Design, Tilbury House, Petty France, London, S.W.1.

Restaurant Furniture for Liberia

IT is reported by the B.o.T. that Mr. J. D. MacRae, Commercial Adviser to the Liberian Government, has received local enquiries for restaurant or café equipment such as tables, chairs, crockery, from the United Kingdom, and would be glad to receive quotations.

United Kingdom firms should send catalogues and prices to Mr. J. D. MacRae, Office of the Commercial Adviser, Department of Agriculture and Commerce, Monrovia, Republic of Liberia.



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Princes Risborough Reports on—

Results of Long Research into Production Problems

(*from page* 61)

Scots pine have been subjected to treatments in boiling acetone, similar to the treatment, said to be effective in America. Results were disappointing, however, and the method employed showed little promise of proving successful, at least on the species chosen for the test.

"Tests on the seasoning of urea-treated wood continue, but results to date are not encouraging."

Wood Bending Research

Wood bending is of increasing interest to furniture manufacturers, and the section dealing with research in that branch of woodwork is, therefore, particularly important.

The Laboratory has given "considerable attention" to the bending of plywood, and data relating to the limiting radius of curvature of Canadian and Finnish three-ply have been obtained. Various two- and three-ply assemblies have been made and tested. Certain two-ply constructions are promising from the point of view of bending, but lacks stability when subjected to moisture changes in service.

Methods of producing bends of small radius, as required for the manufacture of radio cabinets, have been studied, and some new methods evolved.

A new method of producing laminated hoops has been developed which consists essentially of bending concentrically a number of prepared laminæ. The method calls for accurate cutting to length of the laminæ.

Otherwise, says the report, it is comparatively simple and requires the minimum of equipment, and for that reason may be easily applied in industry.

The report continues: "The possibilities of softening and setting wood by means of radio frequency heating have been investigated, and it was found that 1¼-in. beech squares at a high moisture content could be rendered suitable for bending after heating for a period of two minutes.

"Such pieces, after bending, could for the most part be 'set' satisfactorily after a treatment lasting 10 minutes. The quick setting of bends by this method would seem to offer considerable advantages, in that forms and straps could be released in a much shorter time than is usual at present. Further work is needed on refractory species such as oak, etc., before the value of such treatments can fully be assessed."

Surface Splitting of Plywood

Dealing with the properties of plywood, the Laboratory reports that experiments have been in progress for five years to determine the influence of veneer thickness on the surface-splitting of plywood exposed to the weather and to indoor conditions.

"They have shown that, even indoors, splitting is likely to occur if the thickness of the surface veneer greatly exceeds 0.06 in. Under outdoor conditions, the exposed veneer invariably splits, but if its thickness is of the order of 0.02 or 0.025 in., the defect is apparent only upon close examination. Such species are more prone to splitting than others, softwoods showing the most and some of the light hardwoods the least. The thickness of the cross-bands and other veneers in the core appears to be without influence on the splitting.

"The propensity to split is now examined as a routine for all species tested for plywood manufacture.

"An allied matter that has troubled furniture manufacturers has been the cracking of ornamental veneers laid on a plywood base.

"Because of supply difficulties, the usual cross-banding has often been omitted and, to make matters worse, it may have been necessary to lay the veneer with the grain parallel with that of the supporting plywood. The unsoundness of this practice was realised by the trade, but its acceptance has been unavoidable.

"The Laboratory has been able to show that by control of moisture content and other conditions, such cracking can be minimised, although not entirely eliminated.

"Grading of plywood for quality by the appearance of the face veneer is a trade custom of long standing, but with the introduction of so many new species a revision of standards must be made. A simple descriptive grading has been prepared that is applicable to all species and, although returns are not yet complete, industrial opinion is so far in good accord with that of the Laboratory.

"Work on the methods of making moulded or double curvature plywood has continued, but only a little time can be allocated to it. The number of industrial enquiries received during the year, however, shows the need for continuing the work."

An American idea is this matching storage cabinet and bed in oak used together to divide a room. The bed has cane panels and is covered with "Scottish plaid" fabric.

Self-Contained Dust-Control Unit for the Workshop

Small, Compact, Portable

A NEW self-contained dust-control unit has been produced by Air Control Installations, Ltd., of Ruislip, Middlesex.

THE "Rotoclone" unit is a complete dust-control system of high efficiency and extremely compact design, for applications requiring from 100 to 1,000 cubic feet of air per minute capacity.

It provides the necessary suction at the hoods, exhausts and separates the dust, stores the collected material in a dust drawer for convenient disposal, and filters the air before it is discharged into the workshop.

The compactness and portability of the unit is made possible by the feature of combining the functions of exhauster and dust precipitator in a single operation.

The "Rotoclone" and motor are mounted directly upon the dust hopper which also serves as a housing for the air filter. Filtering the exhaust air eliminates any need for outside duct connection that might limit the mobility of the unit.

The dust collected by the "Rotoclone" is deposited in a dust drawer to facilitate disposal without creating a secondary dust problem. Dust drawers are interchangeable for all sizes of self-contained units.

Servicing can then consist of installing an empty dust drawer and transferring the loaded drawer to a central disposal unit. Such a system, say the makers, will eliminate the possibility of dust dispersion resulting from emptying the dust drawer in the workshop.

Included in the higher efficiency claims for this unit is the fact that the "Rotoclone" centrifuges from 92 to 97 per cent of the dust from the air stream and deposits it in a dust drawer.

Another recent product of this company is their Axelaire Fan, type PMAB, which is suitable for factory, workshop, or canteen use. A wall-fixing fan of the axial-flow type, it is efficiently designed and substantially constructed to withstand exacting operating conditions.

It is designed for extracting stale air, heat, steam, dust or vapours from a wide range of premises, and is very easily fitted to any wall by merely cutting a suitable hole and securing by means of four bolts through the housing ring.

The Axelaire fan is made in two sizes, known as the PMAB 40 and PMAB 45. The "40" has a 16-in. diameter impeller and an air displacement of approximately 100,000 cu. ft. per hour, while the "45" has an 18-in. impeller and displaces 120,000 cu. ft. per hour.

The six-bladed impeller, which is directly fitted to the motor shaft, is of die-cast aluminium of aerofoil section, and has a hub cone of spun aluminium.

The fan and motor are supported from the wall ring by a streamlined cast-aluminium arm, through which the leads run to a terminal block at the bottom of the arm. A fairing of spun aluminium is fitted to the motor and cover.

Scotland Has Too Few Furniture Designers

"Disheartening" Says C.O.I.D. Spokesman

THE shortage of contemporary furniture designers is making itself felt throughout the Scottish furniture industry.

A SPOKESMAN of the Council of Industrial Design Scottish Committee told a *Furnishing World* correspondent that the C.O.I.D. has advertised three times through the mediums of the trade, local and national press for young Scottish designers to come forward to be included in the register of recommended designers which is being prepared.

"The results proved that there is a considerable potential market for such designers on Scotland. Many manufacturers wrote to say they were interested in the scheme and would like to learn more about it.

"In fact," said the *World's* informant, "the bulk of the replies came from interested manufacturers, but of the designers we have been able to locate only six who are resident in Scotland, and only five who are Scotsmen. It is very disheartening that the industry in Scotland, so strong in other directions, should be so lacking in this respect."

The Scottish Education Committee is concerned with the problem, but the C.O.I.D. is not wholly convinced that the system of pre-vocational training, which the S.E.C. has adopted, is the complete answer to the problem.

One bright note in the picture is that although there are so few recommended Scottish designers on the register, the C.O.I.D. believe that they are in touch with at least twenty-five others whose work shows definite promise.

Switzerland Wants Furnishing Fabrics

THE British Consulate General at Zurich has reported than an enquiry has been received from Mr. Jacques Kernberg, Traubenstr. 1, Zurich, for representation of United Kingdom manufacturers of furnishings, such as printed linen, tapestry, velvet moquettes, and so on.

It is suggested that firms interested in this enquiry should communicate direct with Mr. Kernberg.

Cretonnes Needed in Egypt

JEAN E. MESSARA, 135 Rue El Tatwig, Alexandria, and with a branch in Cairo, wishes to get in touch with a manufacturer of furnishing fabrics, especially cretonnes, with a view to representation.

The firm is well known in textile circles on the continent where it represents some 80 manufacturers. Industrial and bank references will be supplied.

Will any manufacturers who are interested please contact Messara direct, mentioning *Furnishing World*.

Midland's "Better Design" Drive

THE Midland Industrial Designers' Association is co-operating with a large Birmingham store (Lewis, Ltd.) in a pioneer scheme to publicise objects of good design and quality.

Every fortnight, a selection committee appointed by the association will visit the store and select an article for special display.

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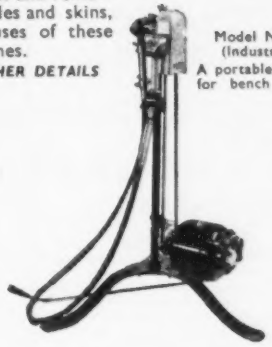

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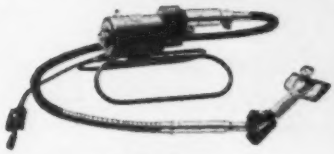

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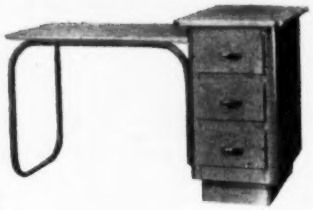

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